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THE

MANUFACTURING CONFECTIONER

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



Confectionery Trends in Confectionery Plants

By J. L. Burns

The food industry should be not only more progressive, but more efficient. This is the only way to meet the demands of all problems.

Post War Problems

By David Kupper

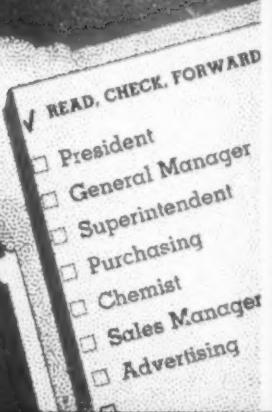
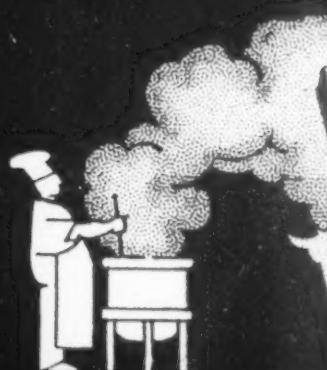
It is possible to adjust to a situation in which a number of factors will bring about a substantial improvement of present goods.



Planning for a Buyers' Market

By Morris Glazier

It is important to start in our own way for a buyers' market. We must be able to cultivate these new contacts and seek to maintain good operating relations.



COSMO FLAVORS

Authentic Flavor, Uniformly Fine Quality, and Consistent Economy are the attributes that have made COSMO one of the country's outstanding names in the field of candy flavoring. There are over 85 fine flavors in the COSMO Line . . .

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MARIA THERESA, WIFE OF KING LOUIS XIV OF FRANCE, WAS SAID TO HAVE BUT TWO LOVES... FOR THE KING AND FOR CHOCOLATE...



CACAO BEANS WERE USED AS MONEY
IN ANCIENT MEXICO. A TOLERABLY GOOD
SLAVE COULD BE BOUGHT FOR 100 BEANS.



BUT THE ENGLISH SEA-ROVERS THOUGHT
SO LITTLE OF CHOCOLATE THAT WHEN
THEY CAPTURED THE SPANISH GALLEONS
THEY THREW THE BAGS OF CHOCOLATE
OVERBOARD.



"BACHMAN KNOWS CHOCOLATE" from 40 years experience
in selecting, blending and refining chocolate for leading makers
of candies, fountain syrups, icings, desserts and other fine foods.
If you have chocolate problems, bring them to Bachman...because.

BACHMAN *Knows* **CHOCOLATE**

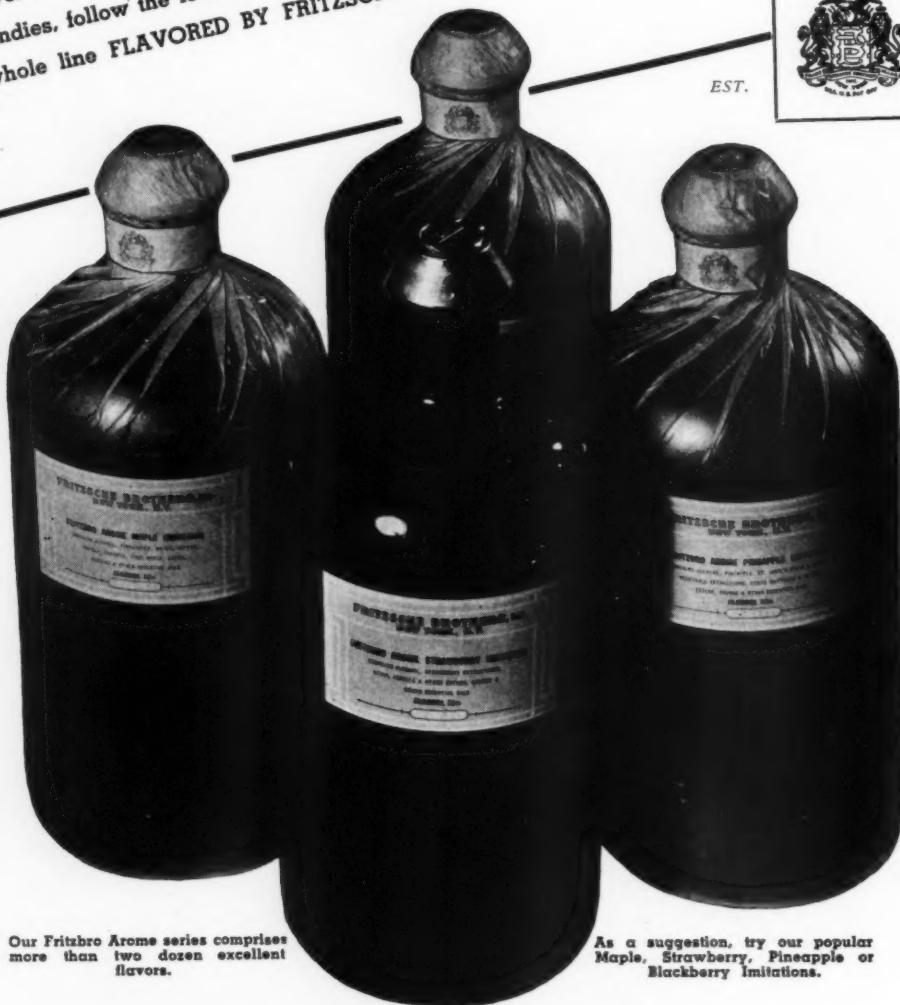
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1871



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THE MANUFACTURING CONFECTIONER

"READ WHEREVER CANDY IS MADE"

Pioneer Specialized Publication for Confectionery Manufacturers
PLANT MANAGEMENT. PRODUCTION METHODS. MATERIALS. EQUIPMENT. PURCHASING. SALES. MERCHANDISING

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AUGUST, 1944

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WE MUST SHARE

the Apple



The United States Government is taking a large part of our production. We are proportioning the balance among our time-honored customers. Although our present output is ahead of pre-war days, we still cannot fill present demands for our products. We appreciate your patience and understanding and believe you will agree that half an apple is better than none, until we can again have a whole apple apiece.

BUY MORE WAR BONDS

NUTRL-JEL

FOR MAKING JAMS
JELLIES - PRESERVES

CONFECTO-JEL

FOR MAKING BETTER
JELLED CANDIES

APPLE VINEGAR

& OTHER APPLE PRODUCTS

PLANTS IN APPLE REGIONS FROM THE ATLANTIC TO THE PACIFIC

SPEAS COMPANY

General Offices

Kansas City, Missouri

It takes **GOOD** Eggs
to make **GOOD** Cakes

Tranin Egg Products Company

217 OAK STREET
KANSAS CITY, MO.

We Are Now Ready
To Talk Business
With A Limited Number
Of New Accounts:

As you know, the egg deal has been ' touch and go ' for quite a while. We thought we would not be able to take on any new business until after victory. A change, however, has occurred, and we now can service a few new accounts. What's more, we will give you the same type service and the same high quality which has made Tranin's the largest egg breaking plant under one roof. A real leader in the field for over twenty years.

For the present we can offer you only dried yolk and dried albumen. The albumen in either flake form or powder. But with our large plant facilities and our strategic location right in the heart of the world's greatest egg region we hope soon to offer dried whole eggs and frozen eggs.

We are so sure of the superiority of Tranin's Dried Eggs that we make you this offer. WE WANT YOU TO TRY TRANIN'S DRIED EGGS RIGHT UNDER YOUR OWN ROOF AND UNDER YOUR OWN PLANT CONDITIONS. Just fill out and send the coupon at the bottom of the page and we will send you a working sample of Tranin's Dried Eggs. No Strings attached.

As you may know, Tranin's albumen is produced under our own patented process of pan-drying. Tranin's yolk is spray-dried under quality controls developed in 20 years' experience. Knowing that we couldn't possibly describe the entire process in this limited space, we have decided to let our products do our talking for us. Therefore, this generous working supply.

The coupon below is for your convenience. Send it today!

Yours sincerely,

TRANIN EGG PRODUCTS CO.,

by:



FILL OUT AND MAIL FOR FREE SAMPLE

TRANIN EGG PRODUCTS CO.
Box F 217 Oak Street, Kansas City 6, Mo.

We use annually lbs. Dried Yolk

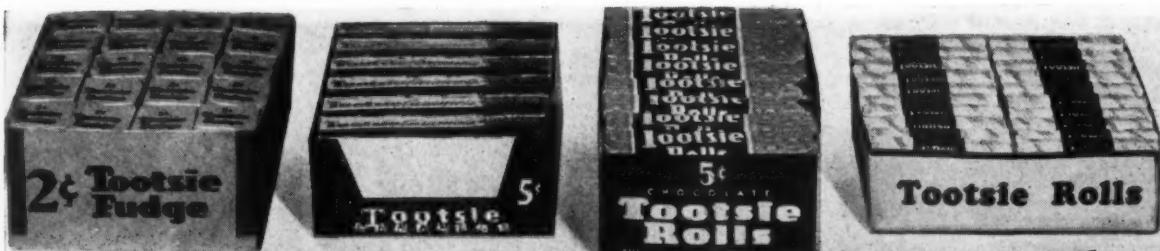
We use annually lbs. Dried Albumen { FLAKE POWDERED

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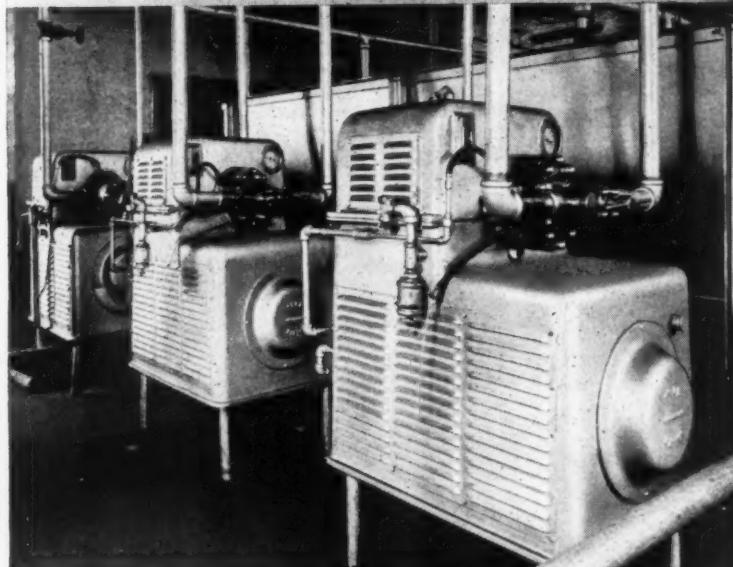
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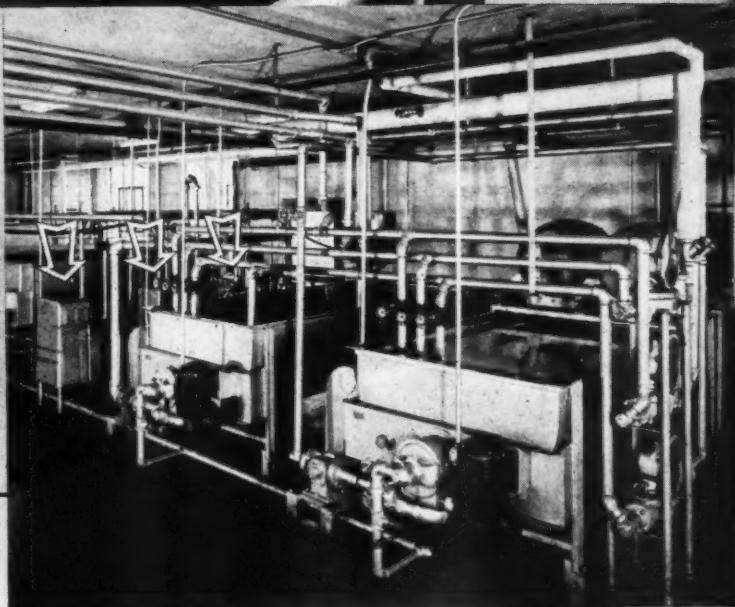


THE CANDY THAT



The
FLOW-MASTER

At Work



SWEETENS THE NATION

TOOTSIE ROLLS • TOOTSIE CARAMELS • TOOTSIE FUDGE

made with the assistance of the most up-to-date equipment ever offered the Candy Industry, in one of the most up-to-date candy plants in the country—Sweets Co. of America, Inc., Hoboken, N. J.

The trade name TOOTSIE is the symbol of candy purity—rich and delicious flavor—wherever candy is sold because of the "know-how" at Hoboken.

They not only know how to make the candy supreme, but they also know how to select the equipment to get the result they are after . . . so they selected the FLOW-MASTER Kombinator and Homogenizer to help in the job.

The FLOW-MASTER Kombinator and Homogenizer will hydraulically grind any product to micron size—Mix—Blend—Emulsify—Stabilize and Homogenize—by an entirely new method that does not depend on pressure alone, but on a series of successive steps, each bringing the product one step nearer to perfection.

RESULT: Improved Quality . . . Appearance . . . Taste . . . Texture . . . Sales Appeal. All this at a reduction in manufacturing costs.

Why continue to make candy the laborious, expensive way when science—using improved equipment—has found a better way to make candy at less cost?

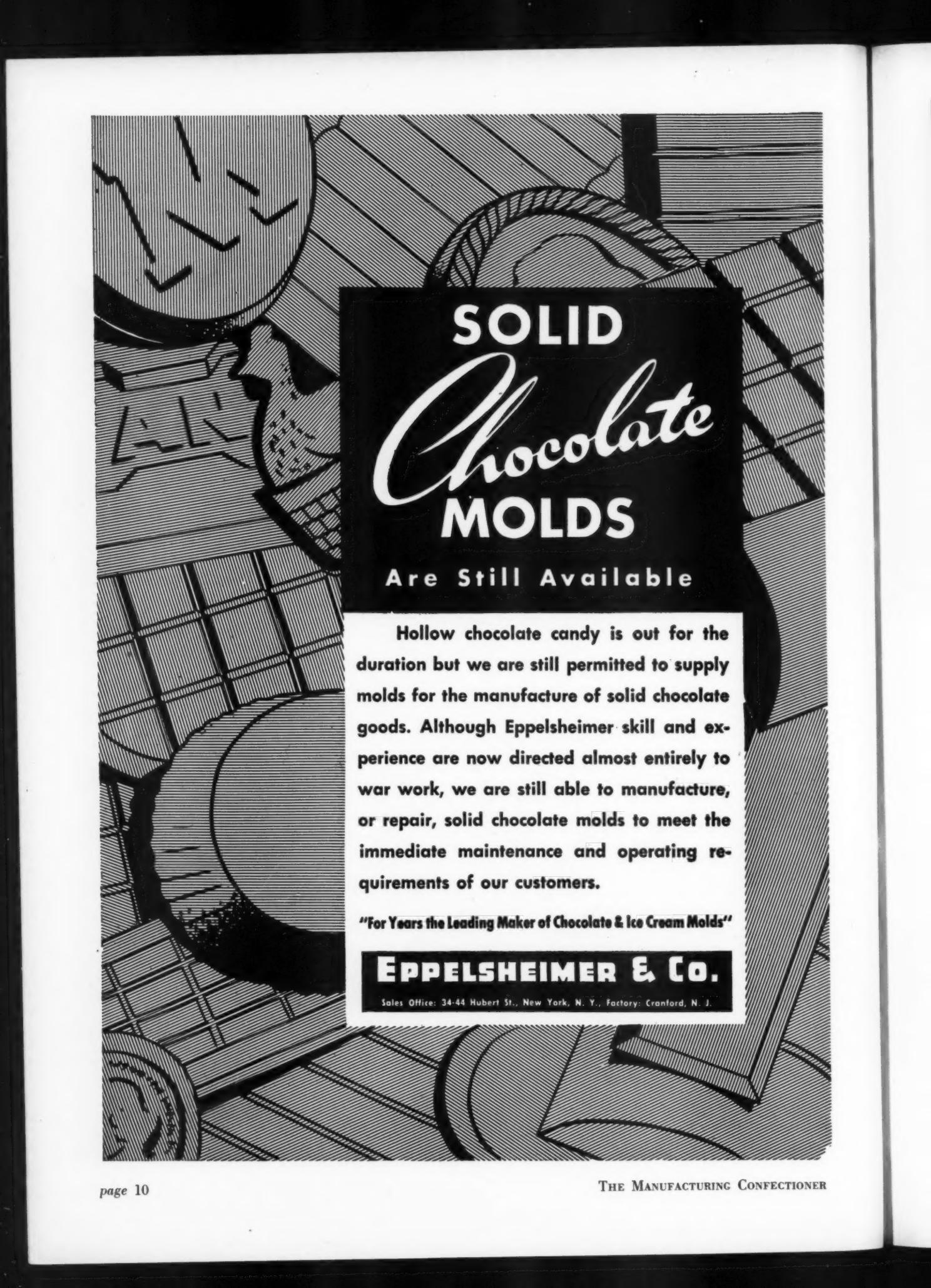
Tell us what your problems are and we'll give you the answer.



—FLOW-MASTER—

REG. U. S. PATENT OFFICE

MARCO CO. Inc., 511 Monroe Street, Wilmington 7, Del.



SOLID *Chocolate* MOLDS

Are Still Available

Hollow chocolate candy is out for the duration but we are still permitted to supply molds for the manufacture of solid chocolate goods. Although Eppelsheimer skill and experience are now directed almost entirely to war work, we are still able to manufacture, or repair, solid chocolate molds to meet the immediate maintenance and operating requirements of our customers.

"For Years the Leading Maker of Chocolate & Ice Cream Molds"

EPPELSHEIMER & Co.

Sales Office: 34-44 Hubert St., New York, N. Y.; Factory: Cranford, N. J.

Let's have a look at

SOY FLOUR

-and what it can do for you!



HAVE you ever taken time to examine the subject of soy flour in the light of what actual experience has proved it can do for you? We strongly urge you to investigate the possibilities it offers you *today!*

Here are some of the advantages you will discover in using Staley's modern improved soy flour in the manufacture of candy and other confections:

1. Economical. Replaces costlier ingredients.
2. Exceptionally light color helps retain product's attractive appearance.

3. Rich in high-quality protein, of amazing nutritional value; also in B-vitamins, calcium, phosphorus and iron.

4. Contains lecithin, to improve blending and emulsifying properties.

Staley's Soy Flours are milled from specially treated, highly-processed selected soybeans, minus the hull but containing all or part of the valuable oil of the mature bean. You will be interested in the material we have gathered together showing the highly practical applications of Staley's Soy Flour in the confectionery field.



Modern Soy Products in the Confectionery Field

First a substitute, then a staple, now an indispensable ingredient, soy flour is still growing in popularity as its advantages become more generally recognized throughout the candy industry. Send for full description of the uses and advantages of soy flour in candy making.

A. E. STALEY MFG. CO.

Industrial Sales Division, Decatur, Ill.

STALEY'S SOY GRITS

STALEY'S HI-FAT SOY FLOUR • STALEY'S LO-FAT SOY FLOUR

A. E. Staley Mfg. Co.
Decatur, Ill.

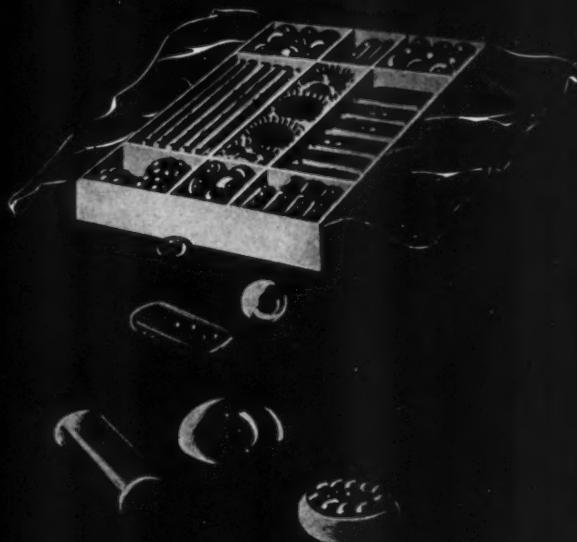
Please send me complete data covering the uses of soy flour in the Candy Industry.

Name.....

Address.....

City..... State.....

PROBLEM: To produce smooth, bright hard candy that will reach customers in perfect condition



SOLUTION:

Cool and dehumidify the air in sorting and packaging rooms

Sincere in its desire to produce "The Nation's Leading Candies" W. F. Schrafft & Sons Corporation was among the first large candy makers to install Carrier Air Conditioning equipment. Schrafft's, Charlestown, Mass., began using air conditioning by Carrier in 1916.

Additional equipment, including five Carrier Centrifugal Refrigerating Machines, was installed later. Now 250,000 cu. ft. of conditioned air a minute is circulated through the Schrafft plant.

With control of air distribution, motion, temperature, and humidity throughout the factory Schrafft's maintain candy production and storage regardless of outside

weather conditions. Candy manufacturing has been speeded up; quality has been improved.

All departments are air conditioned, but temperature and humidity of conditioned air varies from department to department. In each room it is held at just the right degree of temperature and percentage of humidity to facilitate operations carried on in that room.

In the hard candy sorting and packing rooms, for example, the need is for air with a relative humidity of 40%, and air in these rooms is held at that point. Higher humidity would break down the finish of the spun pieces. Lower

humidity would cause dusting and chipping while candies were sorted and packed. Just the right humidity enables production and storage of bright glossy candies that stay bright and glossy until they reach the customer — because the air packed in the container helps preserve their quality.

If your post-war plans include the expansion of your present air conditioning equipment, or if you plan the partial or complete air conditioning of a new or old factory, consult Carrier now. Carrier engineers have more than 30 years' experience available to you.

CARRIER CORPORATION, Syracuse 1, N. Y.

Carrier
AIR CONDITIONING • REFRIGERATION

FORTY-TWO YEARS EXPERIENCE IN INDUSTRIAL INSTALLATIONS



The Orange Oil With Freshest Flavor And Truest Aroma!

Orange Oil is *our* business, and EXCHANGE Brand is your assurance of matchless *flavor, freshness, and uniformity* — your benefit of over 20 years of our experience in satisfying the requirements of American users.

Ask our Jobbers for Samples
FRITZSCHE BROTHERS, INC.
76 Ninth Avenue, New York, N. Y.

DODGE & OLCOTT COMPANY
180 Varick Street, New York, N. Y.

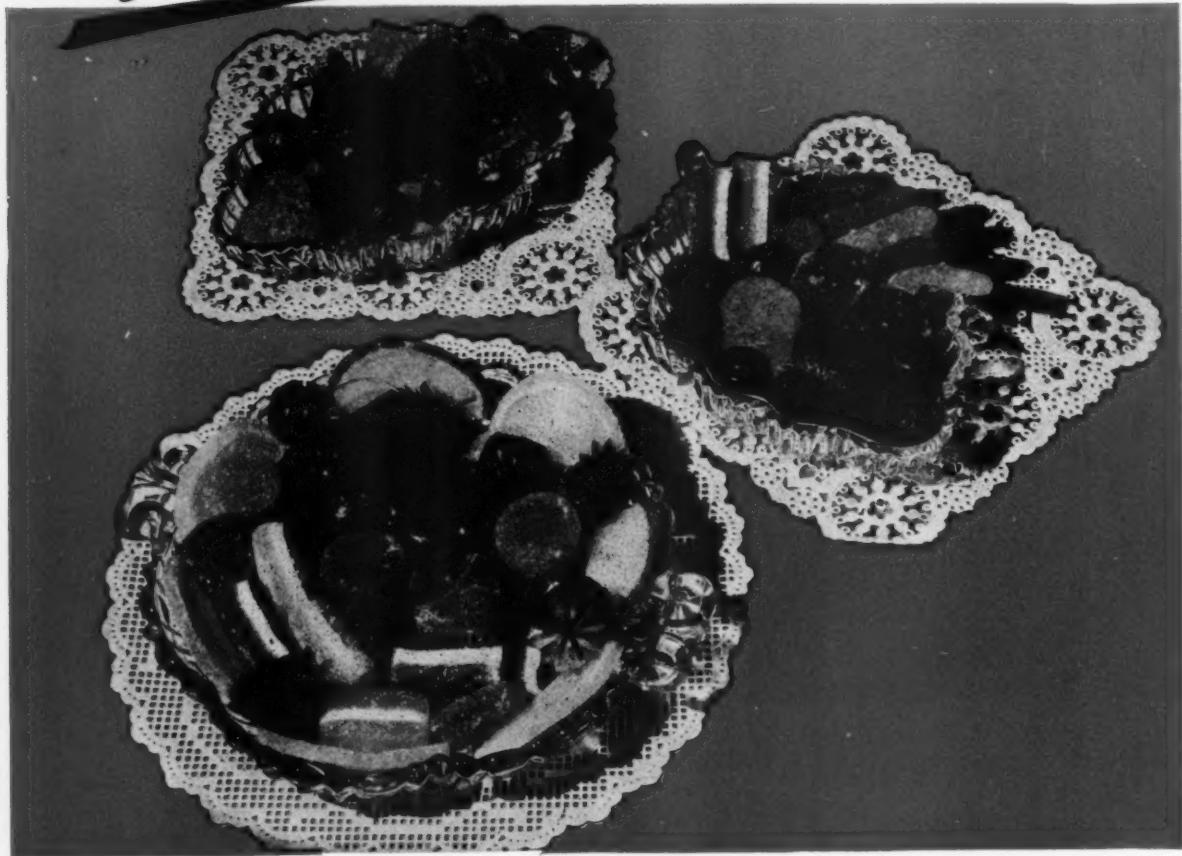
**Distributors for: CALIFORNIA FRUIT GROWERS
EXCHANGE PRODUCTS DEPT., ONTARIO, CALIF.**

Producing Plant:
Exchange Orange Products Co., Ontario, California
Copyright 1943, California Fruit Growers Exchange, Products Dept.



Exchange
OIL OF
ORANGE
U. S. P.

CONFECTIONERS'
Veg-A-Loid IT Jells!



UNUSUAL PRODUCTION FEATURES

1. No jamming or setting in depositors.
2. Excessive amounts of acid can be added without inducing syneresis and setting time can be controlled.
3. Veg-A-Loid jellies carry 5% more water without any bleeding or sweating.
4. Ratio of sugar and glucose can be varied to extremes.
5. Simple to handle, to cook; unbelievably fast drying.
6. Requires no hot rooms; no soaking; produces no foam; cannot scorch.
7. A real time and labor saver.

Yes, Angermeier's VEG-A-LOID jells with everything and everybody because it is *quality* Plus! This vegetable colloid has made hundreds of friends and improved candy in an amazingly short time. Try it and substantiate this already proved fact for yourself. Write for Recipe M and a free sample of Veg-A-Loid for a trial batch in your own cookers.



T. H. Angermeier & Co.

MANUFACTURING SPECIALISTS TO THE FOOD INDUSTRY

245 Seventh Avenue, New York, N. Y.



Controlling Confectionery Plant Insects

By J. L. BRENN, President

Huntington Laboratories, Inc.

Several instances have recently been brought to the attention of *The Manufacturing Confectioner*, in which insect infestations had been found. For that reason, this article is timely and a provocative one, pointing out as it does, the need for constant alertness and care in continually maintaining insect-free products by a careful and well-planned program of control through fumigation. This is a problem which should be foremost in the minds of every confectioner at all times. Raw materials and finished goods alike should be under constant supervision.

THE problem of insect control is not only one of the most serious confronting any processor of foods, but it is also in many cases the least understood of all the problems the confectioner encounters. If something goes wrong with his electrical machinery, he calls an electrician. If something goes wrong with his record or bookkeeping system, he calls an auditor. But too often when he has insect trouble, he knows of no scientific way of approaching his problem and just asks his friend the milkman or a sugar salesman and tries everything that anybody suggests without results.

No one knows how much food is destroyed each year by the many types of flying and crawling insects which are commonly encountered in both the bulk handling and processing of foods. Needless to say, it runs into the millions of dollars annually. Perhaps the annual bill for unscientific insect control almost equals it, and yet in too many cases the money is wasted. "Bugs are bugs," says the average factory manager, and it is only the entomologist who knows that bugs can be exceedingly different in their living habits, as well as in the characteristics which make them susceptible or immune to insecticides.

While the fumigation of the entire plant and warehouses with cyanide gas may be the one sure and positive means of destroying all insect life in a warehouse filled with nuts and other food products, it does have a few disadvantages. Because of the disadvantages or through carelessness the average food processor does not use this method of complete fumigation often enough and unless some method is used to control insect growth in between, the plant soon becomes infested again, and it is only a matter of time until plant fumigation is again required. The damage to the reputation of the firm due to infested shipments got-

ting into the hands of dealers or consumers is so great that every effort must be made to prevent it.

The problems of the confectionery plant are not much different than those of a flour miller. In many cases it has been found that millers were having their troubles in spite of the fact that they were conscientiously using a spray and other insecticides regularly because they had not made a scientific investigation of the type of insects they had to combat. An entomologist might have told them that the spray they were using would be effective enough for the milk man, who only has to contend with flies, but was really only a pleasant mouth wash for the tough shelled weevil which infest grain, nuts, and similar food products.

Two Types of Insecticides

Actually, in some cases it was proved that the miller was really breeding a tougher race of insects in his plant by using a weak insecticide which killed only the weak ones. It was because of this belief on our part that we cooperated with a number of well-known entomologists at the Ohio State University. Thousands of tests were made—entirely disinterested—to determine the best types of insecticides, best methods of application, rate and time of kill on various types of insects, etc.

These tests brought out the surprising fact that some well-known insecticides were only 25 per cent effective, with the average being no more than 40 or 45 per cent. The same test proved that an insecticide could be so effective under the same conditions as to kill 84 per cent.

Insecticides generally are of two kinds, those designed to kill bugs which have breathing tubes by clogging these tubes (contact), or by means of an internal poison which must be eaten to be effective.

In addition to the general spraying of the plant and materials in the plant, the flour miller faces another problem very similar to that

of the confectioner who handles nuts. The confectioners finds it desirable to fumigate nuts in vaults or in freight cars, the miller has a very similar problem in the milling machinery in his plant. Ordinary sprays do not penetrate inside the mill machines, elevators and bins, so an insecticide has been developed for such uses which is really a gas applied in liquid form. The liquid goes into vapor as soon as exposed to air. Since the vapor is heavier than air, it falls down into every part of the bin or machine, quickly killing weevil, worms, mites or any other insects which would not be reached by an ordinary spray.

The insect is the most adaptable creature in existence, which is a further reason for using a variety of insect control methods. A statement found in a recent issue of the "Industrial Bulletin" proves this conclusively. It reads as follows: "Black scale and California red scale have become resistant to constant hydrocyanic acid fumigation of citrus trees. Larvae of codling moth learned to resist arsenical sprays and primary screw worm larvae, an animal infestation, to survive the once deadly phenothiazine. The period of acclimatization varies from two to twenty-five years, and a remedy is to alternate insecticides over a considerable period; citrus trees for instance, are treated with hydrocyanic acid one year and an oil spray the next, thus confusing the parasites."

While we question whether the insects could have resisted these sprays in the beginning if they were used in sufficient strength and concentration, it bears out our contention that the use of a weak insecticide is worse than using none at all. It breeds a race of super bugs which become resistant to even stronger concentrations of the insecticide after a few thousand generations, which, it must be remembered, live and die

(Please turn to page 26)

Army Adds Sweet Chocolate to "10 in 1" and "K" Rations

A HIGHLY palatable sweet chocolate bar, rich in calories and enriched with Vitamin B₁ has been added as a component to certain Field Army Rations, according to a recent statement made by Colonel Rohland A. Isker, Director of the Quartermaster Corps Subsistence Research & Development Laboratory, located at the Chicago Quartermaster Depot.

The new sweet chocolate bar is an achievement of the laboratory's confection staff, in cooperation with the candy industry. It was developed after months of experimenting to produce a sweet chocolate bar combining the appetizing qualities of commercial milk chocolate with stability against melting in hot climates. Its ingredients are sugar, cacao butter, skim milk solids, chocolate liquor and vanillin. It will be packaged in unbleached greaseproof paper wrapper, within heat-sealed cellophane, in one and two-ounce sizes and will replace the Army Field Ration "D" in the "10-in-1" and "K" Rations. It will be procured also for the Air Corps Assembly Rations and overseas Post Exchanges.

Army Field Ration "D", which consists of three 4-ounce concentrated chocolate bars, will continue in use as an emergency ration. This chocolate bar was developed by Colonel Paul P. Logan, as a subsistence item capable of sustaining a man for as long as forty-eight hours, if separated from his regular food supply by enemy action. Each 4-ounce unit possesses 600 calories; a unit allowed to morning, noon and evening will give the soldier his required daily allotment of 1800 calories.

Oat Flour in "D" Bar

The "D" Bar is made up of chocolate, sugar, skim milk powder, cocoa fat, oat flour, vanillin and Vitamin B₁. The use of oat flour permits the bar to stand up under varying conditions of temperature running from twenty below zero to 120 degrees above. This characteristic makes it desirable as an emergency ration for storage over long periods of time under extreme atmospheric conditions. Another feature is that it will fit in a soldier's shirt pocket. It is carefully packaged in a cellophane wrapper and overwrapped in a wax-dipped carton.

Tests have proved that candy, employed in healthful amounts maintains blood sugar levels and through its carbohydrates supplies extra energy, two desirable and vitally important requisites in sustenance for troops engaged in continuous combat. The present Army food program uses candy in all-special rations as an essential part of the fighting diet, and even includes it in the pocket-sized emergency meals carried by parachutists, aviators and advance tank combat units.

Top favorite flavor among our fighting men for sweets of all kinds is chocolate. For this reason nutritionists and food technologists of the Subsistence Research & Development Laboratory are constantly analyzing, experimenting and testing to evolve new types of nourishing and palatable food items for Army rations utilizing

chocolate as an ingredient. And in this country where Ration A, or fresh foods are served, and in overseas camps wherever it is possible to serve Ration B, which includes the same foods in canned and dehydrated form, Army cooks make frequent use of chocolate as a flavoring for cakes, cookies, icings, pies and puddings.

Two other candies with chocolate flavoring, caramels and taffy, are to be found in Field Ration "K" and in Rations "C" and "10-in-1" a cocoa beverage powder to make up a nourishing drink has been included as a component.

"Millions of dollars worth of these special rations and nonperishable foods are purchased daily through the Procurement Division of the Chicago Quartermaster Depot to be distributed to our Armed Forces at battlefronts all over the world," Brigadier General J. E. Barzynski, Commanding General of the Depot, stated.

Will Purchase 107 Million Bars

About 107,000,000 bars of tropical chocolate will be purchased during the third quarter of 1944 by the Jersey City Quartermaster Depot for resale overseas in tropical climates. An additional 91,000,000 bars will be purchased by the Chicago Quartermaster Depot to be included in ration packs for distribution in these areas.

Tropical chocolate bars are made by pressing the ingredients into molds. Block-shaped, the bars save considerable shipping space which would otherwise be needed for the familiar flat-type. Major Harold R. Giblin QMC, Officer-in-Charge of the Overseas Resale Procurement Section emphasizes the fact that the tropical chocolate bar is essentially the same in taste, palatability and texture as regular chocolate.

Marston Abercrombie, Procurement Specialist, stated that the combined requirements of the Jersey City and Chicago depots represent 25,000,000 pounds of chocolate which the industry has allocated to Army needs. Because of the extensive needs of our overseas troops, tropical chocolate has not been released for commercial sale, but as with other wartime developments of the Quartermaster Corps, it will undoubtedly appear in peacetime throughout our Southern States and in the North during the summer months.

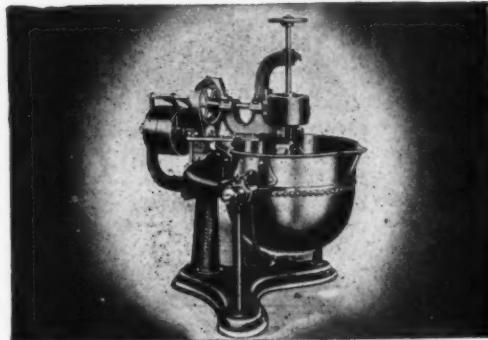
The appointment of Lt. Col. Ronald I. Harry, QMC, as Chief of Buying and Production at the Jersey City Quartermaster Depot, was announced recently by Col. George F. Spann, QMC, Commanding Officer. As Chief of the Buying and Production Branch of the depot's huge Procurement Division, which is directed by Col. Arthur H. Rogow, QMC, Colonel Harry will supervise the purchase of more than a billion dollars worth of food, fuel, general supplies and resale items made annually by this depot.

Col. Arthur H. Rogow, QMC, Director of Procure-

(Please turn to page 37)

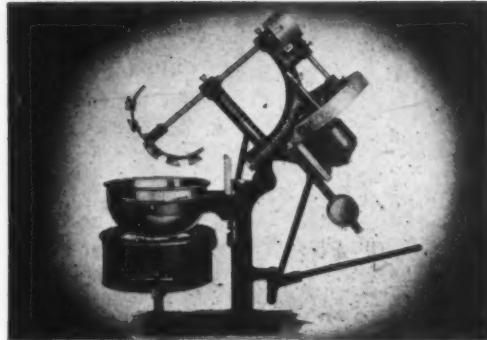
"Fighting Food" for Fighting Men

Produced by SAVAGE Machines



ТИЛТИНГ МИКСЕР. Adaptable for caramel, nougat and coco-nut batches. Double action agitator. Belt drive or motor drive. Sizes 25, 35 and 50 gallon.

**"Candy
Is
A
Fighting
Food!"**



ПОРТАБЕЛ ФАЙР МИКСЕР. Exclusive break back feature. Reduces labor cost. Motor drive only. Gas or Coke furnace. Sizes 12, 17 and 20 gallon capacity.

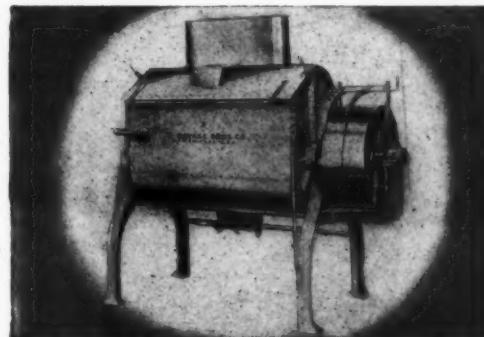
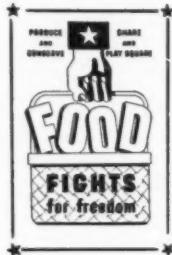
Savage is backing up our fighting men by maintaining the equipment, which carries the SAVAGE name, in tip-top condition so that the manufacture of "fighting food", candy, is not slowed down. SAVAGE maintains a service department, described here, which is ready to help you "keep 'em running!" Our service department was established to help you keep your machines in good repair. SAVAGE machines are built to take hard wear. So, given the added help of constant repair, they will double their lifetime of active

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"We can't sell you any new machines now, unless you secure PRIORITY RATINGS in accordance with General Limitations Order L-292, and we can secure allocation for needed materials!"

IMPORTANT: "You are, however, allowed to purchase used or rebuilt machines now, IF AVAILABLE, without priority ratings!"

Savage Machines Will Help Speed Your Production.



Below: ОVAL TYPE MARSHMALLOW BEATERS. 100% sanitary. More heating space for volume. Faster heat discharge. Quick cooling. 150 and 200 pound sizes. Belt or motor drive.



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SALT AS A FLAVOR IN CANDY

By W. H. CHILDS
The Manufacturing Confectioner

SALT is such a common and well known product that it is not surprising to find it used in candy. Most of us have given little thought to the quality of salt used and its functions in candy. It would seem that "salt is not always salt."

We use salt on our tables¹ at home and take it for granted that the purchasing department should order salt for us and that the salt so ordered will be all right and cause no trouble.

Again, it is the "little things that count." Too often, we neglect these little, well known items, and, thereby, run head-on into big troubles. While salt is not used in high percentages in candy, a sizeable amount is used by the candy industry in the course of one year. Approximately, two million pounds of creamery butter are used annually under normal conditions by the candy industry. As the salt content in butter usually ranges from 2½ to 3½ percent, this source alone accounts for some 60,000 pounds of salt. A possible estimate of salt used in making candy is two million pounds per year.

Salt is the cheapest flavor used in candy but it is a flavor which requires, like other flavors, discretion in its use. All candies do not require salt and some require more than others. The candy maker who can judge most accurately the taste of the consuming public, will succeed in the largest measure.

Four Basic Flavors

There are four basic flavor tastes: saltiness, sourness, sweetness, and bitterness. "In ordinary food the flavor is a mixture of true tastes and odors accompanied by a multitude of oral sensitivities."² A knowledge of the four basic flavor factors and their influence on each other is important to the candy maker. The effect of salt is two-fold: it reduces the sourness of acids and increases the sweetness of sugars.

Salt is highly necessary in certain confectionery products, particularly those made with brown sugar, molasses or nuts. A butter scotch candy is very flat without some salt. Even butterscotch hard candies contain this ingredient.

The accompanying table¹ gives the generally estimated requirements of salt advisable to use in different types of candy. It must be borne in mind that these figures are not exact as formulae vary from factory to factory and tastes vary. In general, a high corn syrup piece carries less salt than a low corn syrup or all sugar candy. Salt does not improve the fruit flavors, and marshmallow, jujubes and gum work do not require salt. Some chocolate manufacturers use a little salt, perhaps about 1 ounce per 100 pounds of milk chocolate coating but excess of salt in chocolate may cause bitterness.

Chemically, salt is sodium chloride. Sodium salts by reason of their solubility in water are often difficult to purify. Foreign materials occurring with salt in its natural state such as magnesium or calcium compounds are hard to remove entirely. Then, too, salt may con-

tain added ingredients to eliminate caking in humid weather. These compounds may be tricalcium phosphate, calcium carbonate or other harmless materials.

Some years ago, trouble developed in one candy plant due to a change in salt used. In one particular candy, salt was a major ingredient, important because of its flavor and also vital because of its use in the formula as an inversion aid. The change of salt resulted in excessive graining of the piece. Laboratory experiments showed this was due to the presence of calcium carbonate as a caking preventative in the salt. Upon changing back again to the original salt, the graining ceased.

Add Salt Near End of Batch

Salt may be added to the candy batch towards the end of the cook in order to lessen the danger of excessive inversion of the sugar. Salt added during the later stages of cooking should be of a fine grade, capable of dissolving easily and thoroughly throughout the batch. Some candy makers include salt with the other ingredients at the start of the cook. In this case, there is little danger that the salt will not dissolve and mix through the batch.

It was not until about 75 years ago that the United States became entirely independent in the matter of salt supply. Then a deep well was sunk in west-central New York state which tapped a heavy deposit of "pure rock salt." There are heavy salt deposits over much of the United States but none of these deposits consist of pure rock salt. All need refining. The rock salt must be dissolved in water and the brine must be handled in such a way as to eliminate the harmful chemicals that may be present in greater or lesser degree. There is great variation in the methods and the efficiency of these methods.

There are two general types of salt, one of which is flaked salt which is a crystal of irregular size and shape. This type of crystal is produced in the open (pan type) evaporator. This evaporator produces all sizes of crystals continuously while operating. The salt is thoroughly dried and sieved. The idea of this process is to produce a flake as thin and porous as possible in order to expose as large an area as possible to the dissolving agent, thereby getting the utmost in complete solubility.

The other general type of salt is referred to as cube salt. This is a product of the closed evaporator, the vacuum pan. All crystals produced by the vacuum pan method are perfect cubes and differ little in size. This product is more attractive in appearance than the flake salt. Chemically, there is no difference between the two general types of salt. Salt is now being produced which is 99.90% sodium chloride.³

Check Cleanliness of Salt

It may be desirable to check on the cleanliness of the salt purchased. This may be done by dissolving

five pounds of the salt in three gallons of distilled water. Filter the resulting solution through a filter paper disc, one of 50 mm diameter is suitable, using a suction flask to facilitate the filtering process. Subsequent examination of the filter paper disc will show any dirt present.

To the layman, the difference in salt may not appear large but to say the salt is not of importance would be a reckless statement. The candy maker rarely deals with a simple product so capable of improving flavor as common salt.

Table 1.

Amount of salt per 100 pound batch advised			
Fudge	4 oz.	Chocolate butter creams	7 oz.
Caramels	6 oz.	Candy Corn	12 oz.
Nougat	6 oz.	Vanilla Cream Centers light	12 oz.
Taffy or kisses	6 oz.	Vanilla Cream Centers heavy	6 oz.
Peanut Brittle	8 oz.	Coconut Bonbons	7 oz.
		Butterscotch hard candy	12 oz.
		Sugar Roasted Peanuts	7 oz.

Table 2.

Composition of Table Salt	
Sodium chloride	98.25%
Insoluble residue	0.08%
Calcium sulfate	1.31%
Magnesium chloride	0.10%
Sodium sulphate	0.26%

(1) *Saul Blumenthal, "Food Manufacturing," 1942.*
 (2) *F. W. Fabian and H. B. Blum, "Relative Taste Potency of Some Basic Food Constituents and Their Competitive and Compensatory Action," Food Research, Vol. 8, No. 3, 194 (1943).*
 (3) *H. E. Schuknecht, Manager, Dairy Division, The Ohio Salt Co.*

Preparation of Vitamin C From Beet Pulp

A NEW and shorter process for the preparation of Vitamin C from sugar beet pulp has been developed at the National Bureau of Standards, Department of Commerce.

Experience in the war has demonstrated that a deficiency of Vitamin C retards the healing of wounds, whereas the administration of the vitamin promotes the process. Consequently there is a large demand for this substance by the medical branches of the armed forces.

Vitamin C is present in small quantities in fruits and vegetables, but this source is far from sufficient to supply war needs, making it necessary to supplement the natural product with the synthetic vitamin. The process now in use for the synthesis of Vitamin C is long and complicated.

New Process Found

The new process, developed at the National Bureau of Standards, utilizes galacturonic acid as a raw material. Galacturonic acid in the form of pectic substances comprises approximately 30 per cent of the pulp which remains after extraction of sugar from sugar beets.

Inasmuch as the annual production of sugar beets in the United States is upwards of 11,000,000 tons, beet pulp provides an almost unlimited source of material for the production of galacturonic acid. Until recently the acid was an expensive chemical and was available only

in small quantities. It was used as an intermediate in the original synthesis of Vitamin C, but for lack of a suitable means of separating the acid from plant material, the galacturonic acid required in the historic synthesis was prepared from another sugar (galactose) by a long process.

The discovery of a number of difficultly soluble salts of galacturonic acid, described by H. S. Isbell and H. L. Brush in the Journal of Research of the National Bureau of Standards, vol. 32, page 77 (1944), Research Paper No. 1576, provides a convenient means for separating the acid from plant materials such as beet pulp or the residues which remain after extraction of the juice from citrus fruits.

In general, the best beet pulp or other pectic material is treated with an enzyme obtained from certain molds. The enzyme solution, which may be generated by the growth of mold on top of a silo containing beet pulp, splits the pectic substances which form the cellular structure of the beet root into the building blocks: galacturonic acid and the two sugars called arabinose and galactose. Neutralization of the galacturonic acid with a mixture of sodium and strontium carbonates yields sodium galacturonate which crystallizes from the crude liquor.

The salt so obtained may be used for the preparation of Vitamin C by a process which will be described in the July issue of the Journal of Research of the National Bureau of Standards, Research Paper No. 1594. The preparation of salts of galacturonic acid from beet pulp and from beet silage drainage liquor will be described in a forthcoming issue of the above Journal.



THE MANUFACTURING CONFECTIONER considers it an honor and a pleasure to be numbered among the publications having received the above award for its part in promoting the U. S. war bond drives.

Tootsie Rollers Over the Top

The Tootsie Rollers, employees, associates and friends of the Sweets Company of America, have rolled up another concoction for our enemy by more than quadrupling their War Bond quota set at the sum of \$175,000 by July 8th, sufficient to cover the cost of one Bomber, to be named the "Tootsie Rolls Bomber." To date the Tootsie Rollers have purchased 3,273 individual Bonds, amounting to over three quarters of a million dollars in extra War Bonds (maturity value), enough to pay for several Tootsie Rolls Bombers.



THE Manufacturing RETAILER



Post-War Problems

A Guest Editorial—by David Kopper

Before attempting to express any opinion or advocate any plan for the solution of present or post-war problems, it seems advisable to mention, briefly, my experience.

I have been in the chocolate industry for the past 26 years, in Europe and the United States. My activities in Europe included service for many years as technical advisor to the largest Swiss chocolate firm. During the 11 years in this country, I have been consulted by many large manufacturing concerns for technical advice. This has given me an opportunity to compare the pre-war problems of the American and European Candy industries. I have observed the various phases of prosperity and depression and their effect on the candy industry.

The pre-war program of a large part of the American candy industry consisted of producing merchandise in greater volume at a lower cost. The aim was to attract the customer through the quantity offered, and by so doing, to compete successfully with other concerns. Taking 5c items as an example: leading companies competed with astonishingly similar products, relying chiefly on advertising and salesmanship for success. In the manufacturing process, the most important problem was that of making a product larger to the eye, and of increased weight in comparison with the competitive line.

For years and years, this technical and commercial problem remained the same with the result of an ever increasing over-production. The effect of this was that as profits decreased in proportion with the increase in over-production and the possibility of sales decreased through intensified competition, there was no other plan than to try to remain on the market with almost no profit and to try to outlast competition through such means as various concessions and underselling.

No one fared well in this struggle. The manufacturer not making profits, could not afford to pay his workers well. He had to buy his raw materials as cheaply as possible and use low-priced labor. The public suffered also because, although it did get a larger piece of candy, the piece was of such poor quality, the public discontinued its purchase.

Naturally, it is impossible to name specific products. However, the selling prices of bulk candies, gum-drops, caramels, etc., chiefly to the chain stores, reached an almost ridiculously low figure. Again, the previous observation arises; "Did the necessary lowering of quality increase sales?" In my opinion, it did not.

The finer boxed merchandise is open to criticism. From the European point of view, it was distressing to see, that a box of miniature chocolates, regardless of the location where manufactured, was somehow so uniform and standardized that is it doubtful the original manufacturer could recognize his own product, other than through identifying labels.

From the opportunities afforded me as a consultant, I have found too many concerns operating on the basis of book-keeping rather than on sound technical skill and knowledge. Everywhere, time and labor-saving processes raw materials with money-saving substitutes have been forced upon the manufacturer through the necessity of competition. Seldom was emphasis placed upon the problem of major importance: how to compete by making better products, through improving the quality or by displaying greater originality.

In all phases of industry, the principle of mass production met with acceptance. This did not really help the candy industry. The candy-loving public, even children buying penny candy, demand variety. The candy industry can advance and develop only if it returns to the artistic form in which it has previously continued to develop in Europe. There, certain countries and companies tried to compete through improved quality and the development of new and better ideas, thus constantly raising the standard of the industry.

It is not necessary to say much here about those opportunist firms who are taking advantage today of the increased spending or buying ability of the public by means of low-grade products. These concerns who came from nowhere will return there eventually.

Our chief problem is the future program of the chocolate and candy manufacturer. The opportunity of correcting the mistakes of the last 15-20 years is at hand. Now is the time to prepare for the future when material and labor will once again be available. And now is the time to work on a program having "Quality" as its ideal.

Conditions of competition must not return under which a caramel wrapping machine in perfect condition capable of wrapping 500 per minute is discarded because a new invention enables the wrapping of 700 pieces per minute. Conditions must return under which a manufacturer earns enough to achieve success through quality rather than through any form of advertising. The time must come when the expert cannot afford to stop learning and developing and when he will not let the recipes or make-shifts of the substitute manufacturer take the place of his skill and knowledge.

This industry must not sink to the ranks of everyday articles. It must discard all hitherto accepted standards of uniformity and develop in each of its many branches.

For the past three years, in daily contact with the consumer, I have had the opportunity of obtaining the opinion of the public. It is this latter experience, together with my own convictions, which enables me to reach the final conclusion that it is possible to keep one's customers and acquire an ever-increasing, satisfied, buying public by one means only, that being a constant improvement of quality.

Operates New York Retail Shop

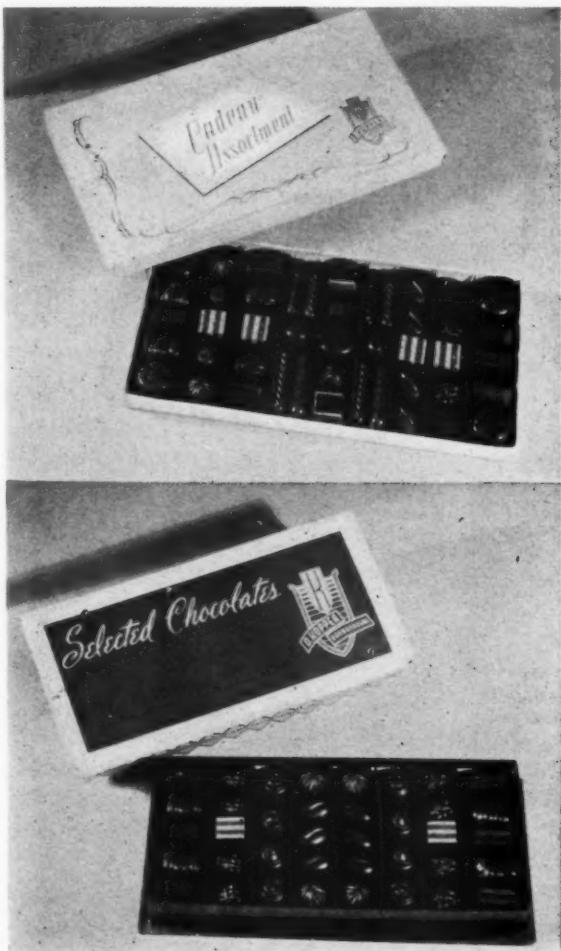
D. Kopper, Bonbonniere, makes distinctive chocolates and candies. These are sold through the company's two retail shops in New York City. Mr. David Kopper is head of the company guiding its policies along quality lines, using the finest raw materials and obtaining chocolates highly individualized.

In addition to giving his views on post-war problems, Mr. Kopper kindly submits the following suggestions which he hopes will benefit fellow manufacturing-retailers.

Hand-dipping procedures are out-moded, if for no other reason than that of sanitary manufacture. The molding of chocolates offers three major advantages over hand-dipping besides that of better sanitation. Uniformity in size is always attained, greater ease in production is obtained as the centers do not have to be prepared separately affording a saving in labor, and soft centers are possible with molding. A great variety of shapes becomes possible through molding and the pieces may be so imprinted that they will bear attractive, stylized designs or trade marks on top.

Chocolate that is cool but still liquid is poured into a metal mold, the mold is then inverted to allow the excess of chocolate to drain which leaves a thin layer around the mold. The mold containing this thin layer of chocolate is chilled for fifteen minutes at 40 degrees F. Then the fillings are arranged on top of the chocolate layer or

Molding gives distinctive appearances to your candy. The pictures below show two of the Bonbonniere boxes.



Mr. David Kopper, author of this editorial. Mr. Kopper stresses the fact that what American candy manufacturers must consider is better quality in their products if they wish to hold the interest of the consuming public after the war when there is more candy available.



shell. More chocolate is used to cover the shells and fillings and the entire piece is re-chilled for ten minutes also at 40 degrees F. The mold is then inverted and the finished candies discharged.

Probably the best liked pieces of candies are made of nuts or contain them in one form or another. Marzipan does not seem to be very popular in this country. Other nut pastes are better liked. Different nut pastes: blanched white almond paste (not marzipan), roasted filbert paste (praline paste), roasted almond paste, roasted cashew nut paste, or walnut paste may be used as base products. These can be refined on machinery similar to that used in the chocolate industry, using sugar grilled (melted without water) to a golden brown color, and refining to a finely divided state. One pound of nuts will require one or two pounds of sugar.

Having these pastes as base products, variations are easy to make; as, paste plus any chopped, glazed fruits; or pastes plus rum or coffee flavored products. Also, a combination of light and dark paste gives a variety of many new pieces almost without limit. And if desired, chocolate liquor may be added to decrease the sweetness.

Grilled sugar and a little salt will add to the ever-popular nut crunches by intensifying the nut flavor. A combination of nut crunches and pastes makes distinctive candy.

High grade cordial centers are very popular. These should have a tiny sugar crust and good flavors. Coffee and rum flavors are well liked in cordials. An unusual piece may be made by using a coffee cordial and maple cream combination in the same piece. Or coconut and pineapple makes a different piece. Jelly centers with true fruit flavoring go well with a fruit cordial center.

Orange peel has not been used to its fullest extent in the United States. It is suitable for other candies than merely the familiar "sticks." One can make plates of ground orange peel; punch out centers and use with coconut or roasted walnuts or mix with any of the nut pastes.

Raisins are of poor flavor of themselves. The raisins can be soaked in a flavored sugar syrup, using any good flavor. Use about three ounces of good flavor to one gallon of heavy sugar syrup. A rum, honey, punch, currant, or tutti frutti flavored syrup transmits its flavor to the raisins making a delicacy out of a common place product. These flavored raisins lend themselves to a variety of uses, as either ingredients of novel centers or as toppings.

Rich and creamy bittersweet chocolate is a predominant ingredient of the D. Kopper confections. The customer likes variety and good chocolate. A piece of candy should be made up so that it consists of about 60% center and 40% chocolate coating. This composition seems to be what is wanted by the public.

Fruit Tablets, A Confection

By W. V. CRUESS

*University of California
Berkeley, California*

FOR THE past twenty-five years we have been interested in the use of fruits in candies of various kinds, the purpose of the fruit being to improve flavor or provide



Dr. W. V. Cruess, who has done considerable work on fruits in candy at his laboratory at the University of California. Dr. Cruess has prepared a number of articles for *The Manufacturing Confectioner* during the past few years.

new flavors, and to increase the nutritive value of candies. We have published results of experiments at various times (see publication Agricultural Extension Circular 10 of the University of California, free on request.).

During the past three years we have experimented with the use of powdered dried fruits in several standard candy formulas and in specialties. One of the specialties that appears to have promise is one we have christened "Fruit Tablets."

One simple method of preparing the tablets consists in mixing a commercially prepared powdered fruit, such as powdered apricots, prunes, peaches, or figs with about an equal weight of dextrose (more or less than this amount can be used); and compressing into tablets similar to old style peppermints in size and shape. We used a laboratory size Carver press for compressing the mixture into circular tablets about three-fourths to one inch in diameter and about 3/16 - 1/4 inch in thickness. About 1,000 pounds per square inch pressure gave fairly good texture; if pressure is too low, the tablet is crumbly, if to high, the tablet becomes too hard.

In commercial production probably existing equipment (factory) could be used.

Another method of preparing the tablets consisted in mixing a small amount of fruit concentrate (syrup) with the dextrose and powdered fruit before compressing.

Another convenient method consisted in mixing dried fruit with an equal weight (or more or less) of dextrose by grinding, then compressing into tablets. Or mix steam a short time to cause thorough blending of sugar and fruit, dry or let harden on cooling, grind and compress into tablets.

Another procedure consisted in cooking the fresh fruit with dextrose or cane sugar, drying, grinding, and compressing.

Still another method consisted in concentrating fruit juices to syrupy consistency by suitable means, (as in vacuum pan, etc.) adding one to three parts of dextrose (preferably anhydrous), standing until crystallized and solid, grinding and compressing.

We also found that we could make quite satisfactory tablets by just preparing a fondant with cane sugar and corn syrup or invert syrup and while it is still fluid and warm, mix with it a considerable proportion of powdered fruit. If sufficiently fluid (fondant high in invert or corn syrup, or cooked to low fondant stage) the mixture may be cast in starch in usual manner. The fruit provides color and flavor.

In other words, fruit tablets may be made in a number of ways, the finished products differing from each other considerably in texture and edibility. They could provide variety in mixed candies and candies of special nutritive value.

The experiments on this product were made possible by a research grant from The Corn Products Sales Co., to whom thanks are due. Most of the work was done by E. G. Balog and Betty Cytron. The powdered fruits were kindly furnished by the Vacu Dry Corp., of Oakland, California.

Vanilla—An Aromatic Note



A bundle of green, uncured vanilla beans. This illustration and those used in the July issue of *The Manufacturing Confectioner* used through the courtesy of the Aromamilla Company.

The article which appeared under this title in the July issue of *The Manufacturing Confectioner*, written by Mr. Robert Whymper, carried three illustrations showing scenes in the preparation of vanilla beans for market. These illustrations were used through the courtesy of The Aromamilla Company, New York, and should have been so credited. Reprint copies of this article will be available to those who want them.

ANALYSIS *Proves* THE
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**TWICE as SWEET
THRICE as FLUID
AS ORDINARY CORN SYRUP**

COMMERCIAL ANALYSIS

	63 D.E.	42 D.E.
"SWEETOSE" CORN SYRUP		
BAUME AT 100° F.	43.0	43.0
MOISTURE	18.2%	19.7%
DEXTROSE	30.6	17.6
MALTOSE	27.9	16.6
HIGHER SUGARS	13.1	16.2
DEXTRINES	9.9	29.6
ASH	0.3	0.3

For the real "why" of SWEETOSE—check the foregoing analysis, point by point. See for yourself why this smooth, extra sweet syrup has superior qualities. Note the high ratio of valuable sugars.

As you plan your Post-Victory formulas remember that SWEETOSE offers more than its unique ability to replace other sweeteners: Greater economy . . . Faster cooking and whipping . . . Easier handling in storage tanks, pipe-lines and kettles . . . Improved taste and flavor accent . . . Longer shelf life for candies and confections.

Plan your new, post-war formulas around this money-saving all-purpose, top-quality Staley sweetener . . . when war-time restrictions will have been lifted.

SWEETOSE Reg. Trade Mark for Staley's Enzyme Converted Corn Syrup.



for August, 1944



HAVE YOU A BUTTER PROBLEM?

Here's the Answer



**WHAT B.A.C. IS
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- B.A.C. is an intensified extract of dairy butter oil, made to fit your particular needs and demands.
- Highly economical because it is highly concentrated.
- Will not cook out. No refrigeration required.
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B.A.C. has been used successfully in the making of Butter Scotch, Caramels, Fudges, Kisses and Puffs, Nut Rolls, Nougats, Bars, Toffee, and other pieces requiring butter.

Proven successful because B.A.C. gives your candy an even higher degree of delicious butter flavor than you can possibly get with Natural Butter or other methods.

B.A.C. will improve your candy's flavor. You can taste the difference. Try it now. Just fill out the coupon at the bottom of the page—we will send you a free 1 oz. sample of B.A.C. with out any obligation to you. (1 oz. will reconstitute 10 lbs. of Natural fat to butter strength.)

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One Whiff
Will Tell
You It's
Good



Please send me a free sample of B.A.C. My cooking time and temperature is.....

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STREET _____

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lic'rice lovin' Mama!



The licorice Betsy feeds her beloved doll *has to be good!* Like all children, she insists on her favorite flavor. And since this popular candy flavor is measured chiefly by its zestfulness, she has always been sold on licorice made with

FLORASYNTH ANETHOL N.F.

A Distinct Licorice Flavor

Suited to everyone's taste . . . absolutely pure . . . a savor and aroma that surpasses anise oil . . . meets manufacturers specifications especially for candy and pharmaceutical use.

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STRAWBERRY
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Dictionary of Raw Materials

(Continued from July Issue)

Benzaldehyde

PRIMARY.—Free from chlorine. N. F. Fresh goods. Water-white.

Benzoate of Soda

PRIMARY.—Pure, U. S. P. White flaker or powder. Free from odor or taste. Dry. A preservative permitted in most states if declared on label. Use limited to 1/10 of 1%.

Brazils, Whole Shelled

PRIMARY.—Crop year. Selected or ungraded. Size (midgets to extra large). Thoroughly cured. Sound and sweet. Minimum percentage of pieces, shells and dust. Free from mold, rancidity and insect infestation. Count per pound.

Brazil Pieces

PRIMARY.—Crop year. Selected or ungraded. Large or small. Thoroughly cured. Sound and sweet. Minimum percentage of shells and dust. Free from mold and insect infestation.

OPTIONAL.—Good flavor. White meats—free from dark spots.

Butter

PRIMARY.—Pure and clean. Fresh or cold storage. Salted or unsalted. Color added or not added. Imported, domestic, creamery, etc. Grade or score. Good body, color and flavor. Free from mold or rancidity. Not less than 80% milk fat. Low in moisture, preferably not over 16%.

OPTIONAL.—Renovated or process butter. Clean, sound product of good flavor, color and body. Free from mold or rancidity. Not less than 80% milk fat. Low in moisture.

Cacao Bean Products:

Cacao Beans

PRIMARY.—Crop season. Kind or origin (e. g. La Guayra, Bahia, Caracas, etc.). Grade (Ordinary to Estate). Sound and clean. Free from mold and insect infestation. Minimum percentage of shriveled and unfermented beans. Good flavor. Ripeness.

Cacao Butter

PRIMARY.—Domestic or imported. Pure, prime, dry. Sweet in odor and flavor. Chemical constants: Sp. Gr. 0.8580 at 100 C., Melting Point between 30 C and 35 C., Refractive Index 1.4578 at 40 C., Saponification Value of 188 to 195 and an Iodine Value of 33 to 38.

OPTIONAL.—Whether made from processed beans. Brand.

SALESMEN WANTED

Prominent nationally-known manufacturer of food ingredients seeks salesmen with experience and following among confectioners, bakers, and allied trades. Territories available in and near Chicago, San Francisco, Philadelphia, Boston, New York. State full particulars, and salary desired, in first letter.

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400 W. Madison St. Chicago 6, Ill.

FIRST CHOICE FOR FINER JELLY CANDIES EXCHANGE CITRUS PECTIN

FIRST CHOICE FOR QUALITY: Jelly candies made with EXCHANGE Citrus Pectin are famous for their eating quality—freshness, flavor, and brilliant clarity—whether made cast or slab.

Feature them in all your packs and assortments.

They have a superior quality your customers recognize. The boys in our armed forces are eager for those tangy, fruit flavored Pectin Candies too.

FIRST CHOICE FOR PROFITS: EXCHANGE Citrus Pectin Candy cuts production time—sets and is ready for “sanding” in a few hours—packs easily in bulk. With EXCHANGE perfected formulas, you can be sure of a good batch—and good profits.

Confectioners everywhere are featuring Jelly Candy made with EXCHANGE Citrus Pectin. It's a proven way to step up sales and increase profits. Try it!

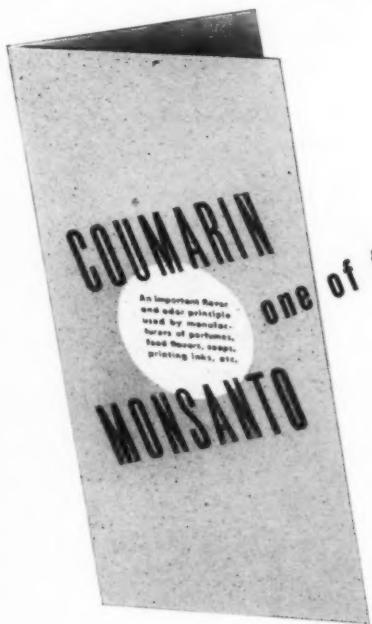


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Products Department, Ontario, California

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Monsanto Chemical Company was the first American manufacturer of synthetic coumarin. Years of painstaking research have gone into the development of Coumarin Monsanto. Manufacturing skill and exacting plant control maintain its high quality.

True aroma, pure white color and an excellent solubility rate are characteristics which make Coumarin Monsanto the accepted standard of discriminating buyers. Many food flavoring manufacturers use Coumarin Monsanto to amplify the delicate flavor of vanillin.

Although wartime conditions may not permit us to supply the full needs of new customers, we shall be glad to send you details concerning Coumarin Monsanto and samples for your experimentation. Please address inquiries to MONSANTO CHEMICAL COMPANY, Organic Chemicals Division, 1700 South Second Street, St. Louis 4, Missouri. District Offices: New York, Chicago, Boston, Detroit, Charlotte, Birmingham, Los Angeles, San Francisco, Montreal, Toronto.



MONSANTO FLAVORING MATERIALS
Coumarin Monsanto,
Ethavan (Ethyl Vanillin),
Methyl Salicylate Monsanto,
Vanillin Monsanto.



Corn Syrup in Taffy

The corn syrup situation is critical. I feature Taffy in my line of candies. Can you send me a good recipe for Taffy, that will hold up, using a small amount of corn syrup or none at all, with any other aid that will make good, high-grade Taffy?

—Oregon.

REPLY: We hope you have not forgotten that old standard favorite, Molasses Taffy? We suggest that you try this as ingredients are easy to obtain: 3 lbs. molasses, 2 lbs. sugar, 4 oz. butter or fat, 4 teaspoons vinegar, $\frac{1}{2}$ lb. water.

Mix all ingredients except the fat, boil moderately to 240 - 245 degrees F., add the fat and boil slowly to 258 - 260 degrees F. Pour into a greased shallow pan and allow to cool undisturbed. Pull when cool. Form into a half inch cylinder, cut and wrap in wax paper.

A Vanilla Taffy, on a low corn syrup basis may be made: 5 lbs. sugar, 2 lbs. corn syrup, 4 oz. butter or fat, 1 lb. water, Vanilla Flavor.

Place all the ingredients except vanilla and fat in pan and heat moderately to 235 - 240 degrees F., add the fat and boil slowly to 254 - 256 degrees F. Remove from the fire and wipe off any crystals from edge of pan. Add vanilla, stirring slightly to mix, and pour into a greased pan to cool. Pull when cool, form to proper diameter, cut and wrap in waxed paper.

We might suggest that you try using some soy flour to the extent of 3 - 4%. The full-fat flour is the best. This can be added with the sugar (mix well before adding water).

Toffee Without Milk

Do you know of any formula for the making of toffee and caramels without the use of milk, or with an absolute minimum of milk?

—Australia.

REPLY: A satisfactory caramel or toffee may be made as follows: 50 lbs. corn syrup, 30 lbs. cane sugar, 3 lbs. good fat, 15 lbs. 8% condensed milk, 10 lbs. full-fat soy flour pre-

cooked, 6 oz. salt.

Mix with one quart of water to a smooth paste before starting the cook. Cook to a firm ball, cool quickly, temper, cut and wrap while slightly warm.

A staple basic paste may be made by blending the full-fat soy flour (6-7 pounds) with liquid invert sugar (10 pounds). This paste may be used in the above formula by reducing the quantity of corn syrup proportionally, adding the paste towards the end of the cook. The use of a basic paste helps to eliminate any clumping of the flour.

Fermentation of Marshmallow

We are having trouble with marshmallow fermenting. Can you offer any suggestions?

—Canada.

REPLY: We might suggest that you get in touch with your suppliers of raw materials for some help. Gelatin or some of the other ingredients may be a cause due to their high bacterial count. Changes in weather tend to show up fermentation troubles. In these days in some plants, the labor situation is bad and carelessness prevalent. Machines are often left only partially cleaned; water may be left standing, thereby offering a good chance for bacteria to grow during the warm weather. Starch may offer another point of danger.

The Blue Ribbon

I have just received a copy of the 1941 edition of THE MANUFACTURING CONFECTIONER'S Blue Book and wish to take this opportunity of congratulating you most heartily on the very efficient way this work has been gotten up. It is indeed a most interesting and useful volume.

—Argentina



O. S. I.* AT YOUR COMMAND

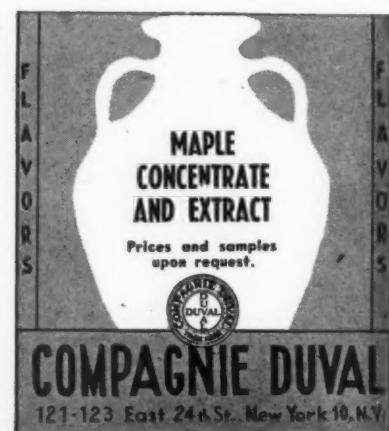
Just as complete, reliable and speedy information is essential to successful military operations, so too is it essential to successful business operations. For sugar information call

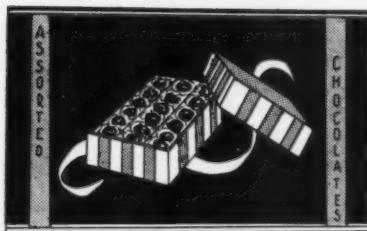
*Office of Sugar Information

B. W. DYER & COMPANY

Sugar Economists & Brokers

120 Wall Street, New York 5, N. Y., Phone: WH 4-8889
Cable: DYEREYD, N. Y.





**Oil of
PEPPERMINT
Redistilled—**

right in our own plant, under ideal processing conditions.

Available now, and useful for all peppermint candies,

- Cream Centers
- Hard Candy Drops
- Xmas peppermint canes and ribbons, etc.

Established 1885

**George
Lueders
& Co.**

427-29 Washington Street
New York 13

CHICAGO SAN FRANCISCO
510 N. Dearborn Street 56 Main Street
MONTREAL, CANADA, 361 Place Royale
Repr. in Philadelphia and St. Louis

Storage of Package Chocolates

We wish to carry high grade package chocolates through the summer months and not ship them until October. Can you give us any information on this?

—Indiana.

REPLY: One company stored chocolates through the summer months with reasonable success. Storage conditions were maintained at 60 degrees F. with a relative humidity ranging from 50 to 55%. The candy was stored in such a manner that it was at least a foot off the floor, not touching any of the side walls, and at least three feet from the ceiling. This was done to permit of free air circulation.

Care is required in removing the chocolates from storage prior to shipping. This was done by tempering; the storage temperature was raised one or two degrees per day, until a temperature close to shipping room temperature was reached, about 70 degrees F. Goods handled in this manner did not sweat and the gloss was maintained.

JOHNSON'S
Since 1877
Quality Supplies
for **Candy Craftsmen**
Importers — Distributors
Manufacturers
H. A. JOHNSON CO.
221 State St. 28 N. Moore St.
Boston 9, Mass. New York 13, N. Y.

Fumigation

(Continued from page 15)
in a short space of years.

Yes, the insect problem is a tough one which cannot be solved by any cure-all. It requires constant alertness, immaculate cleanliness, intelligent investigation, and untiring industry. If we were to make suggestions, they would be:

1. Realize the importance and magnitude of the problem.
2. Determine if present methods are being carefully applied and are effective.
3. In the event of unusual difficulties, have the type of insects identified by your State Farm Bureau or college.
4. With that information, develop some means of continuous insect control to either take the place of or amplify the complete plant fumigation.
5. Be sure the insecticide is strong enough and of the correct type for the bugs you have then keep everlasting at it.
6. Consult the research department of a strong and reputable manufacturer of insecticides, giving full particulars and asking for recommendations.

FLAVORS BY DREYER
Concentrated Imitation
CINNAMON
FOR HARD CANDY
\$1.50 per pound
Write for Samples and Catalogue C
P.R. DREYER INC.
119 WEST 19th ST., NEW YORK, N.Y.

**CEREALS IN CANDY
Increases its "FOOD VALUE"**

**POPPED
WHEAT**

Corn Flakes
Bran Flakes
Crisp Rice



Wheat Flakes
RI-KO
Cocoanut Substitutes

**POPPED
RICE**

Popcorn Manufacturers Are Invited to Try Our Popped Wheat
Write Today For Samples & Prices

CLINTON

VAN BRODE MILLING CO.

MASSACHUSETTS

Flavoring Materials

• ESSENTIAL
OILS
• CONCENTRATED
OILS
TERPENELESS
OILS



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POLAK'S Frutal WORKS INC.

36-14 35th St. — LONG ISLAND CITY, N. Y.
CHICAGO, LOS ANGELES, SAN FRANCISCO, ST. LOUIS

CONFECTIONER'S BRIEFS

Mr. Max H. Sobel, retired candy manufacturer of Chicago, passed away July 16th. Mr. Sobel had

a wide experience in the candy industry. He was president of **Max Sobel, Inc.**, Candy Company, until his retirement in 1938. . . . The **Schutter Candy Company**, Chicago, has renewed the "Starring Curt Massey" program on the full NBC network for one year. The program, advertising Old Nick and Bit-O-Honey Candy, is broadcast Saturday afternoons.



Max Sobel

Mr. F. A. Bunte, President of **Bunte Brothers**, gave a dinner in honor of Adolph Pfitzer, Engineer for the candy company who has completed 30 years of service. . . . Hospital expense benefits have been added to the group insurance program of the **Paul F. Beich Company**, Bloomington, Ill., which already included life insurance and sickness and accident coverage. The plan will continue to be underwritten by the Metropolitan Life Insurance Company on a cooperative basis whereby the employees contribute fixed amounts and the employer bears the balance of the entire net cost. The employer defrays the entire cost of the hospital expense insurance.

The second annual SWCA Convention-In-Print will feature the August issue of *The Southern Candy Jobber*. The subject is Post War Planning in Candy Distribution. Some special features are: Roundtable Discussions, Minute Speeches, Hello Page, Open House, and Exhibits. . . . Mr. R. A. Simonet has been appointed as manager of field service for the **Robert A. Johnston Company**, Milwaukee, chocolate and cocoa division. . . . Mr. John P. Ryan and associates have acquired the **Gilliam Candy Company**, makers of "Blue Grass" Brand Candies, Paducah, Ky. Mr. Ryan is well known throughout the candy industry. The business will continue under the same name and trade name. The new managers will continue to produce the same high quality products as in the past. Mr. Gilliam has operated the company for the past 17 years until its sale.

Sam E. Rich, Sales Manager (Candy Division) for Sweets Co. of America presenting No. 1 Post-War Priority Delivery Certificate for Tootsie Candies to Jack Simon and Izzy Saffer of Simon-Saffer Inc., at their office, 50 Lafayette St., Newark, N. J.





Pioneers in Egg Dehydration, we offer the Confectionery Trade first quality Albumen in the following forms:
**FROZEN WHITE • FLAKE ALBUMEN • POWDERED ALBUMEN
 SPRAY ALBUMEN • also EGG YOLK: FROZEN OR DRIED**

Send for samples!

DOMESTIC EGG PRODUCTS, INC. (a subsidiary of DOUGHNUT CORP. OF AMERICA)
 393 Seventh Avenue, New York 1, N. Y.

Plants at: WICHITA FALLS CHICKASHA MCKENZIE NASHVILLE
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WATCH YOUR P's and Q's

Purity & Production Quality & Quantity

with *High Grade*

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TRADE MARK REG U S PAT OFF

POTASSIUM CARBONATES

SOLVAY SALES CORPORATION
 Alkalies and Chemical Products Manufactured by The Solvay Process Company

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BRANCH SALES OFFICES:

Boston • Charlotte • Chicago • Cincinnati • Cleveland • Detroit • New Orleans
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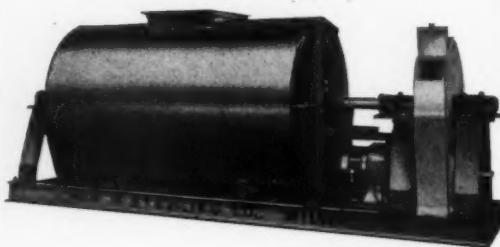
CALCINED 99-100%

HYDRATED 83-85%

LIQUID 47%



Stehling's New Chocolate Mixers



Stehling now offers 2 improved machines with 13,000 lb. capacity and increased speed.

10 H.P. Chocolate Coating Mixer 25 H.P. Paste Mixer

SPEED

It replaces mixing kettles of only 2,000 lbs. capacity with a single unit of 13,000 lbs. capacity.

WHAT IT DOES

The Stehling Mixer works out the coating. It reduces the viscosity of the materials; and it stabilizes this viscosity with great speed. The SPEED of the mixing action saves hours of time—lowers costs.

Storage Capacity

The Stehling Mixer provides steam-jacketed storage facilities, keeping the coating in liquid state until ready to be used.

WRITE FOR FULL DETAILS

Factory Representative

MR. R. S. HISLOP
1517 GRANGE AVE.
RACINE, WIS.

CHAS. H. STEHLING CO.

1303 N. 4th St. Milwaukee, Wis.

The Sweets Company of America, Inc., Hoboken, New Jersey, makers of the famous Tootsie Rolls, announce the appointment of Cartan & Jeffrey Company, with offices located in Des Moines, Cedar Rapids, and Sioux City, as exclusive Iowan sales representatives for the new product, Tootsie V-M. This new product is a chocolate-flavored milk fortifier, packaged attractively in glass. . . . When Curtiss Candy Company's honor roll of employees in the armed forces recently indicated that 1000 of the company's men and women have joined various branches of the service, Lorraine McCarthy became a modern Betsy Ross and sewed a large "1000" on the company's service flag.

Mr. Adolph Pfister, engineer for Bunte Brothers, Chicago, was honored at a testimonial dinner given by Mr. F. A. Bunte recently, on the occasion of Mr. Pfister's 30th anniversary with the Bunte Brothers company.



Mr. Adolph Pfister

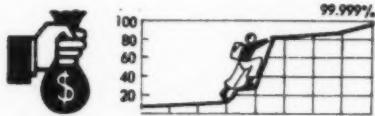
Send us your GEAR ORDERS

"Industrial"
Cut Gears • Cut Sprockets • Cut Racks

INDUSTRIAL GEAR MFG. CO.
4531 VAN BUREN STREET CHICAGO 24, ILLINOIS

BURRELL BELTS ON THE JOB!

Charts show that the "man-on-the-street" knows just about everything. But he might not know that BURRELL belts are the leaders in the candy belting field because BURRELL has the experience and the "know-how" in the production of all types of confectionery belts.



That the candy manufacturers of the country know about BURRELL belts is proven by the fact that these belts are so widely used and giving such good service wherever they have been installed. BURRELL leads the belting field because they are built to give longer wear and better performance. If you have a belting problem . . .

Let the Nine BURRELL Stars Help You!

- ★ Feed Table Belts (endless)
- ★ Batch Roller Belts (patented)
- ★ Caramel Cutter Boards
- ★ Cold Table Belts (endless)
- ★ White Glazed Enrober Belting (Double texture; Single texture; Aero-weight).
- ★ CRACK-LESS Glazed Enrober Belting
- ★ THIN-TEX CRACK-LESS Glazed Belting
- ★ Innerwoven Conveyor Belting
- ★ Caramel Cutter Belts

"BUY PERFORMANCE"

BURRELL BELTING CO. 401 So. Hermitage Av. Chicago

Aluminum in the Candy Industry

By L. J. WEBER, Technical Advisor
Aluminum Cooking Utensil Company

This is part of the program of the Postwar Planning Committee of the N.C.A. dealing with better design of postwar candy equipment

ALUMINUM has been used for numerous applications where uniform heat transfer is required. Since the manufacture of candy makes it necessary to heat materials uniformly in steam jacketed kettles, aluminum should be very well adapted for this application. Because of the good heat conductivity, no hot spots will occur in any part of the kettle and therefore give a uniform color to the candy at all times.

Aluminum can be readily cleaned by procedures used for any of the other metals. The only precaution required is to select a cleaner which does not have a high free alkaline content as aluminum is attacked by Alkalies. This is not a disadvantage since many good cleaners are compounded so as to obtain a low free alkaline content. Usually such cleaners are more efficient because consideration has been given to all factors which will aid in the cleansing operation.

Various procedures can be used to obtain a desired surface finish on aluminum. If an extremely smooth hard finish is desired, this can be produced by applying an oxide coating electrolytically to the aluminum by the Alumilite process. There are many advantages to this type of surface but it is best to try such finishes under

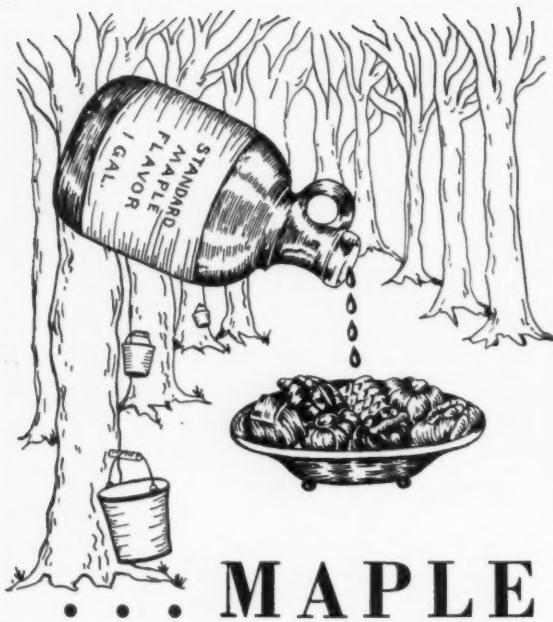
commercial conditions in order to determine whether or not the desired improvements such as ease of cleaning and faster heating are obtained for definite uses.

The development of many alloys has made it possible to consider aluminum for the Candy Industry since it is possible to design kettles which will withstand pressures up to 125 lbs. per sq. in. This is the maximum pressure that is ordinarily encountered in the candy industry so that no difficulties would be expected because of the high pressures that are used.

Standard Sizes of Kettles

Aluminum is not effected to any appreciable extent by most of the food acids. The addition of sugar further decreases the corrosive action of these acids on aluminum so that we would not expect to encounter difficulties because of attack by ingredients in the candy. The only precaution that we want to emphasize again, is to use cleaners which do not contain a high content of free alkali as that will attack the aluminum.

Savings could be effected if the committee could standardize on sizes of kettles which would be adhered to by the industry. This would permit more adequate tooling and consequently lower the unit costs as well as improve the quality of the kettles. The small number of non-standard size kettles would then be made in jobbing lots. The high cost of the non-standard items would be spread over only a small amount of equipment, whereas, a lower cost would be obtained on the larger quantities of standard items.



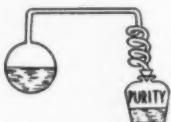
MAPLE

An imitation flavor, so close, so true that you will think the fondant or cream center has real maple sugar in it. We think our

"Standard Maple Flavor" Imitation

is the best you will have ever used. The price is \$9.00 per gallon. Used 2 oz. per 50 lbs. of fondant.

A trial gallon is offered to manufacturing confectioners of recognized standing.



STANDARD *Synthetics*, INC.

30 West 26th Street New York 10, N. Y.

BRANCHES

Boston, Mass.
Chicago, Ill.

Kansas City, Mo.
San Francisco, Cal.

REPRESENTATIVES

St. Paul, Minn.

St. Louis, Mo.

SUPPLY FIELD NEWS



Henry A. Van Gestel

• Henry A. Van Gestel, former advertising manager and assistant sales manager of W. F. Schrafft & Sons Corporation, has been appointed confectionery sales manager of Walter Baker & Company, Inc. In his new assignment, Mr. Van Gestel will take over the former responsibilities of Arthur E. Fest, who was recently appointed general sales manager of Walter Baker.

• S. B. Penick & Company have acquired the firm of Compagnie Duval started the production of perfume, flavor specialties and the sale of allied products in 1914. The increased facilities now at his disposal, in the importation, the manufacture and the sale of the allied products of the S. B. Penick & Company, will greatly assist Compagnie Duval in the execution of all business entrusted to its care.

• The General Foods Corporation have perfected a clear, water-white sweetener syrup, produced from wheat. Chemically and physically, it is almost identical to corn syrup, hence, the wheat grain syrup may be used to extend sugar or corn syrup. B. W. Dyer & Company, 120 Wall Street, New York, have been appointed exclusive sales agents.

Correction

An error was made in the June issue of The Manufacturing Confectioner in the coverage of the Flavoring Extract Association annual meeting held in New York City on May 22 and 23. The president of this association for the 1943-44 year was Mr. L. E. Smith, Virginia Dare Extract Co., Brooklyn, instead of Mr. J. H. Montgomery, Fritzsche Brothers, Inc., New York, as stated. Mr. Montgomery is president of the Essential Oil Association. Mr. Montgomery was a guest speaker at the Flavoring Extract Association meeting.

— MILK — POWDERED --- CONDENSED

WHOLE — SKIM
SPRAY — ROLLER

SWEETENED SKIM
SWEET CREAM
FROZEN CREAM

— Cars or less —

You know why supplies are limited—we're doing our best to distribute fairly whatever is available.

Order as far in advance as possible.

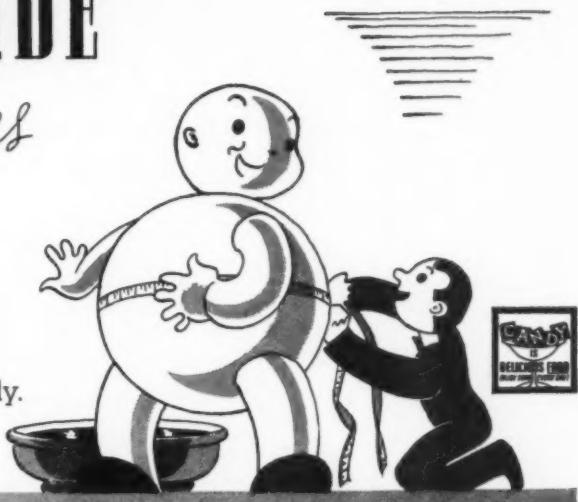
SIMMONS DAIRY PRODUCTS, LTD.

13 W. FRONT STREET

CINCINNATI 2, OHIO

TAILOR-MADE for your candies

The chocolate coatings you use should fit the flavor and quality of your centers. Chocolate especially blended for your centers brings out their individuality. Merckens Chocolate Coatings are tailoréd to fit your candy.



BRANCHES: Boston 9, Mass.: 131 State Street
New York 17, N. Y.: 250 East 43rd Street
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AGENCIES: Chicago 3, Ill.: Handler & Merckens, Inc.,
110 South Dearborn Street
Salt Lake City, Utah: W. H. Bintz Company
Denver, Colo.: Western Bakers Supply Company

MERCKENS CHOCOLATE CO. INC.
Seventh and Jersey Streets, Buffalo, New York

More important today
than ever before—

QUALITY

No wonder Blue Diamond Almonds are the choicest quality you can buy. They come from the finest Almond orchards in the world...orchards that are carefully and scientifically cultivated by progressive growers who comprise and own the California Almond Growers Exchange.

Then too, Blue Diamond Almonds are processed and packed in the growers' own ultra-modern plant...by methods and equipment specially designed by experts, who know your Almond needs.

Don't take a chance...insist on top-quality Blue Diamond Almonds!



BLUE DIAMOND ALMONDS



The top-quality grade of the California Almond Growers Exchange, the growers' own cooperative association.

for August, 1944

page 33

Schimmel

"flavors and basic
flavoring materials
for the confectionery,
food, and allied
industries."



"O-S" Oil Soluble Flavors

Favorites among the imitation flavors in our "O-S" line excellent for summertype coatings are:

Apple	Cola Type
Banana	Orange
Butter	Peach
Caramel	Pecan
Cherry	Pineapple
Coconut	Strawberry

Schimmel & Co., Inc.

601 West 26th Street, New York 1, N. Y.



Your Candy Sales Appeal . . .

The public knows corn is a wholesome food, nourishing and rich in dextrose. Much of natures goodness is conveyed directly to your confections by Penick Corn Syrup—doubly protected by the P & F manufacturing skill.

PENICK & FORD Ltd.
Inc.

420 Lexington Avenue, New York 17, N. Y.

Factory, Cedar Rapids, Iowa

National Starch Employees Exceed Quota

Employees of the Dunellen, N. J. plant of the National Starch Products Inc. set themselves a quota of eight field ambulances for the Fifth War Loan Drive, and more than subscribed the total figure, which was twice



Army Scout Car purchased with bonds bought by National Starch Company employees.

that set for the Fourth War Loan Drive. This plant already has to its credit two large Army Scout Cars equipped with machine guns, and two Jeeps which were purchased with bonds sold in the Fourth War Loan. In recognition of this splendid record the employees received the Merit Award Plaque from the Treasury Department.

Japs Like American Candy

Saipan, Marianas Islands—(Delayed)—"The Japanese go for American candy," stated Marine First Lieutenant E. J. Logan, of Esmond, North Dakota. "Our Japanese prisoners smacked their lips and ate our candy rations with relish. They said it was the first time any of them had eaten candy on this island. They had sweet pastries and jams but no candy."

Many of the prisoners stated that they found even Army rations, which were the only food ashore at the time, better than their own foods. The prisoners are great hoarders of these rations. They do not waste any, eating everything in the tins.

The Pan American Candy Company expects to manufacture candy bars by October in a new plant now under construction in Ashley, Ill. The building is being erected by the citizens of Ashley and the surrounding community, who are subscribing to a fund to pay the cost of construction. Mr. J. M. Hutchinson, formerly plant manager and superintendent of the Hollywood Candy Company of Centralia, will be president and active manager of the Ashley company. It is expected that 50 or 60 people will be employed in the factory when it opens and that the number will be increased as rapidly as labor is available to approximately 125 employees.

Phillip Jacobson, who has been a representative of Bunte Brothers, Chicago, for over 20 years, passed away at his home in San Antonio on July 20th. Mr. Jacobson was well known and very popular in the trade. He made a host of friends for both himself and Bunte Brothers during the many years he had been in his territory, Texas. Mr. Jacobson was buried in Chicago, his former home.



FAVORITE FOUR *Products for Confectioners*

NUTCORETTES

An ideal substitute for almonds in dipping and panning. Their tempting delicious flavor and economy assure you of increased volume and profit.

FLAVORING SPRINKLES

An excellent product for topping your candies and cookies. Assorted colors. Packed in barrels.

CHOCOLATE NUTCORETTE PASTE

An excellent candy center of tempting flavor.

PURE FAVORITE BRAND VANILLA EXTRACT

Years of experience and painstaking effort have produced our Favorite Brand Vanilla extract of uniform quality which is unsurpassed.

WOOD & SELICK, Inc.

36 Hudson St.

New York 13, N. Y.

Branches: Chicago, Baltimore



● Yes, right now we can speedily fill your orders for Swift's Brookfield Frozen Whites . . . and Dried Albumen.

They're the same fine egg products that you've learned to depend upon for uniform high quality.

First come, first served—of course. So order now. See your Swift salesman . . . or write, phone or wire your nearest Swift Branch.

SWIFT'S BROOKFIELD
FROZEN WHITES • DRIED ALBUMEN



M I L K

We invite your inquiry for carload lots of Sweetened Condensed Milk—Whole or Skimmed. Powdered Milk—Roller or Spray—Whole or Nonfat Dry Milk Solids. Low freight rates to any candy plants east of the Rocky Mountains.



Preferred
MILK PRODUCTS, Inc.

500 Fifth Avenue
New York 18, N. Y.
Pennsylvania 6-0829

**COFFEE FLAVORING
that NEVER STALES**

Use BARRINGTON HALL Instantly Soluble COFFEE for flavoring. It's 100% pure coffee. And the crude oils which become rancid and cause coffee, and the products they enter, to go stale have been removed. Write for full particulars.

BAKER IMPORTING CO.

NEW YORK 5
132 FRONT STREET

MINNEAPOLIS
212 N. SECOND ST.

INSTANTLY PREPARED

BARRINGTON HALL
QUALITY *Coffee* 100% pure

SAVE TIME

... with ELECTRONIC CONTROLS



In the high-speeds of the future, Electronics, will be widely used to increase accuracy and cut costs.

Consult with engineers thoroughly familiar with electronic methods.

Research-Design-Construction-Development.

F. R. SCHMITT & SON

31-49 TWELFTH ST., LONG ISLAND CITY, N. Y.

VANILLIN

LIGNIN VANILLIN C. P., U. S. P.

A *Giner* Vanillin of Exquisite Aroma.
A *Natural Source* Vanillin Originated
and Manufactured in the United States.

AROMATIC CHEMICALS AND ESSENTIAL
OILS FOR FLAVORING PURPOSES.

**AROMATICS DIVISION
GENERAL DRUG COMPANY**

644 Pacific St. Brooklyn 17, New York

9 S. CLINTON ST. FACTORY: WISCONSIN, U. S. A. 1019 ELLIOTT ST. W.
CHICAGO 6 WINDSOR, ONTARIO

★
**HOOTON
DEPENDABLE
CHOCOLATE**

HOOTON CHOCOLATE CO.
NEWARK, N. J. - ESTABLISHED 1897

Sweet Chocolate in Army Rations

(Continued from page 16)

ment, recently replaced Lt. Col. James V. Demarest, QMC, who was assigned the post of Depot Inspector.

As Depot Inspector, Col. Demarest will act as the Commanding Officer's representative in coordinating all activities carried on in the eight installations in the States of New York, New Jersey and Pennsylvania under the jurisdiction of the Jersey City Quartermaster Depot.

About 16,000,000 pounds of candy will be purchased by the Quartermaster Corps during 1944 for free issue to troops in combat or other areas where there are no post exchanges or other sources.

The candy for gratuitous issue will be composed entirely of the hard varieties of which approximately half will be peppermint flavored and the remainder will be of assorted flavors including cherry, orange, clove, lemon, and lime.

Candy for this purpose must be sugar-coated in order to prevent stickiness and it is shipped in metal-end, glassine-lined fiber containers which hold five pounds each. It is packed eight containers to the case for overseas shipment.

Candy is included in the list of comfort items authorized for gratuitous issue at discretion of theater commanders under certain conditions. It is issued in the ratio of one ounce to each ration or a little less than a pound per man a week.

"Break Out the Candy"

"Break Out The Candy," first of the Council's series of four-color advertisements in leading publications, opened the campaign in July, appearing in the Saturday Evening Post of July 8th, and in the Metropolitan Group of Rotogravure Magazine Sections in leading newspapers in the following cities: Baltimore, Boston, Chicago, Cincinnati, Cleveland, Des Moines, Detroit, Minneapolis, Philadelphia, St. Louis, St. Paul, Seattle, Syracuse and Providence, R. I., Buffalo, New York, Milwaukee, Washington, and Pittsburgh. It also appeared in the August issue of Parents Magazine (out July 20th).

The keystone of the August schedule will be Life, the August 14th issue. The copy features Ernie Pyle, noted war correspondent saying, "The only thing that most soldiers and I have against candy is that we don't get enough of it."

This advertising, featuring candy as a fighting food, and tieing into current events as it does, is worthy of everyone's attention. The least we, interested in the candy business can do, is to call this advertising to the attention of our friends.



Write for trial order today.

Satisfaction Guaranteed

ESPECIALLY IN WARTIME

A LITTLE MAPLEINE does a lot

FLAVORS SCARCE? Let Mapleine help. Perfect for fondants, creams, bars, caramels. Popular with candy makers for almost 40 years. Economical, easy to use. Three times as concentrated as vanilla.

FLAVORS UNCERTAIN? Not Mapleine. It's the same as ever. Won't fade in cooking or storage.

Supplies? All you want.

CHOCOLATE HARD TO GET? Mapleine will fortify and bring out all the chocolate flavor. You can use less chocolate in toppings, bar goods, caramels when you add Mapleine.

*** INVESTIGATE** Mapleine's special wartime uses.

Order from your supplier or write Crescent Manufacturing Co., 659R Dearborn St., Seattle 4, Wash.

Timely Reflection

CANDY IS DELICIOUS FOOD
Enjoy some every day

CURTISS CANDY COMPANY Producers of Fine Foods CHICAGO, ILL.

WHY USE AROMANILLA?

Because we know—

AROMANILLA contains all the ingredients that are found in the Mexican Vanilla Bean.

AROMANILLA, because of its sturdy nature, will retain the full volume of flavor of the bean under the heat of the candy kettle.

AROMANILLA will actually ripen and develop in the finished goods.

SINCE 1791
Aromanilla
TRADE-MARK REG. U. S. PAT. OFF.

6 VARICK STREET

NEW YORK 13, N. Y.



This is what happens when you build a better machine



You'll find that successful manufacturers are quick to adopt improved machinery. This is particularly true of wrapping machinery that produces a better selling package.

Our Model DF is a good example. Here's a machine that solved a very difficult problem for confectionery manufacturers—the wrapping of irregular-shaped candy bars.

This machine turns out a smooth, box-like wrap, no matter how uneven the surfaces of the bar may be. The wrapping, being free from irregularities and ugly creases, has noticeably finer appearance, and provides more effective name display. Candy men immediately saw the sales value of such superior wrapping. DFs went into plant after plant. Today, like so many other models in our line, the DF is the most widely used machine in its particular field.

In other fields too, our machines likewise wrap the bulk of all the leading packaged products—a fact worth remembering in considering *postwar wrapping equipment*. We're ready to study this subject with you now in order to give you the latest and the best in the shortest possible time.

*Write for our new book "Sales Winning Packages
and the machines that produce them".*

PACKAGE MACHINERY COMPANY

Springfield 7, Massachusetts

NEW YORK CHICAGO CLEVELAND LOS ANGELES TORONTO

PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines



These full-grown trees show the value of reforestation. A program of this kind is necessary to prevent complete breakdown of paper and lumber supplies.

W. P. B. Amends L-239 as Container Crisis Grows

By EDGAR P. MERCER
The Manufacturing Confectioner

DRAFTING of forest, sawmill and paper industry laborers and overcrowded shipping facilities are three important contributions to the present shortage of paperboard products. Paper mills are depending to a great extent upon waste paper collection but the waste-paper situation is very critical.

To further extend the presently available supplies of packaging materials, the W. P. B. has issued Limitation Order L-239 as amended July 24, 1944. This order refers to folding and set-up boxes and says in part:

"The fulfillment of requirements for the defense of the United States has created shortages in the supply of materials entering into the production of folding and set-up boxes for defense, for private account, and for export; and the following order is deemed necessary and appropriate in the public interest and to promote the national defense.

"This order applies to all folding and set-up boxes except paper milk containers and liquid-tight containers as defined under L-239-b. It forbids the manufacture of certain boxes and places restrictions on the manufacture of certain types, especially on the size, weight and shape of boxes used for packing various commodities."

This amended order restricts the manufacture of boxes used for seasonal or other special purposes having a greater pulp content or area or weight of paper or paper-board than that contained in the usual commercial box for the same type of product. It prohibits use of any sleeves or extra containers for seasonal or other special purposes unless these are also required for the usual commercial box for that product.

Dummy display boxes cannot be manufactured under this order, nor can combination display and pack-

aging boxes be made if the box takes extra paper-board to present its counter display features. Pulp inner liners and kraft board may be used in boxes designed for use as outer containers in parcel post or express shipments or for the packaging of wet or oily foods.

The restrictions on type, grade, or quality of paperboard which are included in this amended order L-239, do not apply to the use of any paperboard manufactured for that purpose prior to the effective date of these new restrictions. Nor do these restrictions apply to boxes manufactured to meet the packaging specifications of, and delivered to or for the account of the United States Army, Navy, Maritime Commission, War Shipping Administration or other such U. S. agency.

On August 2, 1944, WPB issued P-147 amended (Shipping Containers) under the terms of which the priority rating for securing corru-

gated shipping containers for the confectionery industry has been reduced from AA2X to AA4. The order provides that where a rating has been lowered, a purchaser must, if the containers covered by his order are not delivered, or in transit, to him within ten days after the rating has been lowered, rerate his purchase order to the extent necessary to bring it into conformity with the provisions of this order; thus, a confectionery manufacturer who had an AA2X rating prior to August 2, must rerate his order AA4 to bring it into conformity with this order as amended unless the shipping containers are actually in transit to him before August 2, 1944.

Delivery of any quantity of boxes cannot be accepted which will increase the inventory of the consignee of that size and type of box to more than 25 tons or more than his reasonably anticipated requirements for the next 90 days, whichever is greater. This same provision applies to orders for future delivery.

Schedule (1) of the amended L-239 order explains "retail boxes" by saying that they are any plain or fancy, lined or unlined box furnished directly to a retailer for packaging merchandise for retail distribution, excepting parcel post boxes and boxes for packaging foods, candy, drugs, or medicinal supplies. No one may use more than 65% of the tonnage of paperboard in any one year that he put in process for the manufacture of retail boxes during 1941.

"Set-up boxes" for candy, means any set-up box designed for packaging chocolates or other candies, with the exception of boxes of less than $\frac{1}{2}$ pound capacity or more than five pound capacity and boxes for bar and bulk goods. Set-up candy boxes cannot be manufactured if they exceed the maximum finished weight subject to a 5% tolerance for variation in paperboard weight) as set

up by Order L-239. The maximum weights are listed as follows:

(Weight of box according to net content capacity): $3\frac{1}{4}$ oz. for $\frac{1}{2}$ lb. box; 5 oz. for 1 lb. box; $6\frac{1}{4}$ oz. for $1\frac{1}{2}$ lb. box; $7\frac{1}{4}$ oz. for 2 lb. box; $8\frac{1}{4}$ oz. for $2\frac{1}{2}$ lb. box; $9\frac{1}{2}$ oz. for 3 lb. box; and 15 oz. for 5 lb. box. In other words, a box with a net content capacity of $\frac{1}{2}$ pound should weigh no more than $3\frac{1}{4}$ ounces which includes the weight of the paperboard in the box, (including all trays, partitions, decorations, made of any material, and other findings except paper cups), but not including candy contents.

"For a 'set-up candy box' of any size not listed in the preceding paragraph, the maximum 'finished weight' shall be the same as for the nearest standard size listed. For example, a 1 lb. 2 oz. box has the same maximum as a 1 lb. box. In the make-up of "outer containers" paperboard of no better grade or quality than unlined chip or unlined news, nor any cover papers can be used. However, paper reinforcing strips no wider than $1\frac{1}{4}$ " may be used around the top of the cover and the bottom of the base."

On July 18, the W. P. B. revised Limitation Order L-103-b (glass containers and closures) again permitting the use of these containers and closures for the packing of candy and nut meats. Under schedule (1) of this order, packers of candy and nut meats are permitted to use 100% of 1942 or 1943 usage of glass containers and closures although the closures cannot be made of tin plate. Aluminum and black-plate rejects are quota-free under the order when used for glass container closures.

To compute his quota, a candy manufacturer must take the number of new glass containers which he used for packing his product

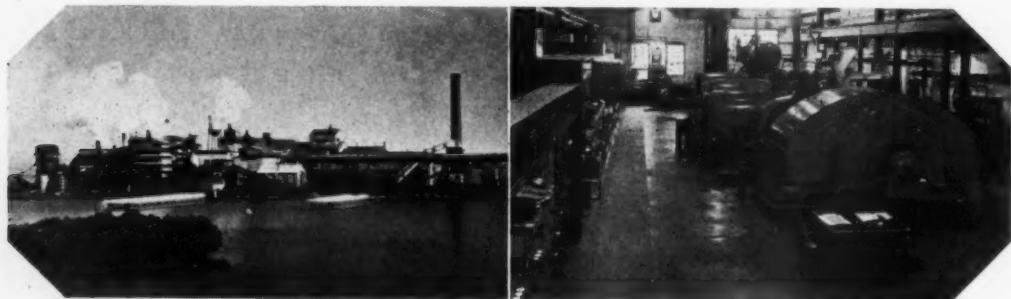
during a named base year. From this figure, subtract the number of new glass containers which he used for packing his product during the same base year which were quota exempt under the provision of any prior order of W. P. B. or any previous amendment of this order. Then multiply the resulting figure by the applicable percentage.

Each candy manufacturer purchasing glass containers and new metal closures must file a certificate with each person from whom he makes his purchases and shall cover all purchases present and future, that indicates that he is fully aware of all the provisions of the orders governing such purchases.

The War Production Board has amended Order L-20, which restricts the use and delivery of cellophane, to allow anyone having surplus stocks of cellophane to sell them without restriction. The purchaser, however, must use this material according to the provisions contained in Order L-20.

This amendment was made in conformance to Priorities Regulation No. 13, amended June 3, 1944, which provides that anyone having surplus stocks may sell to anyone else. In such a transaction the ultimate user is responsible for the disposal of the purchase in accordance with any WPB regulations that apply to the material. Before the recent revision, Priority Regulation No. 13 required that a user have specific WPB authorization to sell surplus stocks.

Containers may not be manufactured that are not specifically covered in the revised L-239 order unless they are made of paperboard no heavier than that reasonably required to transport the product with safety; are no larger than is necessary to pack the product, or unless they are without extension edges, top or bottom cards, or padded tops, if the construction used requires an extra sheet of paperboard or an extra head.



A view of a paper mill.

(All Cuts Courtesy Gaylord Container Corporation)

A section of the papermill powerhouse.





THERE IS NO SUBSTITUTE FOR QUALITY



Trade Mark Reg.

Ribbons by Taffel...

A company has truly made
its lasting mark
in the trade
when its trade mark has become
the indisputable evidence
of product quality.

TAFFEL BROS., INC.
95 Madison Avenue

New York, N. Y.

It's Time to Plan for A Buyers' Market

By CORRIE CLOYES
*Publications Unit, Bureau of
Foreign and Domestic Com-
merce*

DISTRIBUTORS—wholesalers, retailers, and operators of service establishments—all are basking in a profitable sellers' market today. Are they readying themselves for the time when they must operate in a critical buyers' market?

There are plenty of indications that the answer is "No." Yet there is a strong possibility that the day may not be too far distant when the customer will be back in the drivers' seat even before peace is finally declared.

Wartime woes such as manpower and material shortages, rationing, and other necessary governmental restrictions have assumed overpowering proportions in the average distributor's mind. True, they are nerve-wracking and time-consuming worries. But the fact remains that these problems, while vastly more vexing, have merely supplanted the age-old peacetime struggle of competing to move goods and services into the hands of consumers.

Basic Process

It is the natural and basic process of selling in a free enterprise system. Diametrically different from today's functions of merely filling orders, it calls for stimulating a demand.

Down through the years such stimulation has been achieved mainly through the following carefully refined steps: (1) giving full value or a quality commensurate with the price asked; (2) offering sufficient variety to suit various tastes; (3) enticing through display and advertising; (4) building goodwill, the essence of repeat business.

And the success of all these factors has depended on the human element—personal selling or serving.

What has happened to our merchandising processes during the war?

Civilian requirements have rightly given up their preferred position to the greater needs of war. Therefore, goods and services have of necessity

suffered in quality, quantity and variety.

Entire lines in the durable class have disappeared. Many nondurables have been sharply curtailed. Less, and in many cases inferior, goods have had to suffice.

But while goods have decreased in quantity and quality, consumer incomes have increased. People buy what they can get. And there is plenty of evidence that they are willing to pay any price asked.

As to display and advertising, these selling tools, developed to their highest degree in history during the fluctuating years between World War I and World War II have been maintained remarkably well. That this is so proves conclusively that the merits of such tools have been firmly implanted in the minds of distributors.

Personal selling and serving, however, have fallen to their lowest ebb. True, this is a war-born condition that is largely beyond the control of distributors. They must compete with industry's larger wages. They must adjust themselves to the drain on available manpower by the armed forces. And they must cope with that assurance on the part of employees that comes from the easy availability of earning power in many fields.

Thus, to a major degree, wholesalers, retailers and service operators have been powerless to supply the personal service and promote the goodwill that have always played a large part in profits.

But what of consumer reaction to this wartime situation? It has often been said that we Americans are a patient people. Certainly procuring goods and services of all kinds, from meals to shoes for the baby requires tedious and tiring delays.

Employees, often inexperienced and inefficient, and usually overworked, display an independence of feeling expressed by such classic remarks as—"Well, don't you know there's a war on?" or "Lady, I've

only got two hands." And equally prevalent are the mutterings of irritated customers—"Just wait until the war is over. Then I'll never trade in this store!"

That these threats will be forgotten to a large extent after the peace is only possible if distributors and service operators, are prepared to adjust themselves, quickly to a buyers' market. Repairing fences broken down by abnormally lax selling methods will be but one of the jobs.

The postwar objective for productive employment calls for about 55.5 million wage earners. And to maintain this high level, a national product of approximately \$165 billion, in terms of 1942 prices, is deemed necessary.

If these goals are to be reached, the distributive and service trades must account for a sizable share of the national product. They must employ a far greater number of people than ever before.

All this indicates a standard of living higher than we have ever attained. It also indicates a national income, the spending of which should support a larger distributive system than we have ever known. All the old types as well as the new ones will seek their share of tomorrow's fatter purses.

For example, wholesalers will compete with the established and, no doubt, new giant retail outlets dealing directly with producers. They will also face a degree of competition from the growing consumer cooperative movement.

However, there will still be a fertile spot in our economy for alert, progressive wholesalers who plan now to cultivate their market ground. They must devise improved methods of management. They must prepare to step up their selling efforts even beyond those they used in pre-war days. For, in place of today's scarcity of supplies that send retailers begging for any and all products in

A VITAL USE FOR CANDY— AND CELLOPHANE!



U. S. Navy Official Photo

HERE IS THE WAY a Navy flier looks after an emergency landing at sea. With him, in a container holding emergency rations, is some of the Cellophane you may have been doing without.

A miracle of compactness, the container is less than 4 inches long, 2 inches wide, and 1 inch high. Yet room has been found to include a special waterproof Cellophane bag in which the flier can store foods which he does not need immediately.

This is just one of the hundreds of

war jobs assigned to Du Pont Cellophane. There is no better demonstration of the service this material renders in preserving the freshness, flavor and quality you put into your confectionery products.

Today the needs of the armed forces must come first, but we trust the time is not far off when you can again have all the Cellophane you want.

E. I. du Pont de Nemours & Co. (Inc.), Cellophane Division, Wilmington 98, Delaware.



DuPont Cellophane

BETTER THINGS FOR BETTER LIVING...THROUGH CHEMISTRY

their warehouses, the coming buyers' market will find an abundance of buying sources as well as supplies.

To meet this condition, wholesalers should conduct a general review of their operating techniques with an eye to streamlining them. They must seek to eliminate all possible waste motion in their work processes.

Accounting System

Specifically there should be a uniform system of accounting so that wholesalers can judge their own efficiency with that of others. They should know the cost of each wholesaling function and its percentage in terms of sales. Thus can weak spots be detected and corrected. Thus can operating expenses be lowered and the savings passed on to retailers and consumers.

Forward-thinking wholesalers are already studying ways of improving coverage of their trading areas to avoid excessive overlapping. Use of the "walkie-talkie" on delivery trucks is just one of the methods being considered to save time and insure faster service.

Take the retail grocers. Figures have proved that the small neighborhood grocery store has literally flourished in wartime.

Do these small independents realize full well that their current success is due to a set of circumstances? Are they now thinking about how to hold this bitter trade after the peace when there will be no ceiling prices and no shortage of goods for all types of outlets? Are they aware that their profits have come not so much because of better service but in most cases because of gas rationing and their convenient locations?

Improved Service Needed

These small merchants must devise ways to retain their prosperous business. They must improve the quality of their service and operate more efficiently if they hope to get their fair share of trade. For, experience has proved conclusively that they can't count on consumer loyalty to any marked degree.

Streamlining warehouse facilities is another "must" factor. That this operating phase has captured the imagination of wholesalers is proved by the wide interest evidenced in a report on the subject appearing in the October issue of *Domestic Commerce*. It described and illustrated plans that were designed by a distribution

specialist in the Bureau of Foreign and Domestic Commerce. While these covered only grocery warehousing, many other types of wholesalers requested information on how to gain optimum results with their facilities. Certainly, any future building expansion or revamping of existing properties must include such practical time and money-saving features.

Wholesalers should also give careful and realistic thought to the unorthodox practice of assuming the retailers' role—direct selling. Full-blown and flourishing in the prewar depression years, war scarcities have seriously curtailed such operations. Will they flare up in the postwar period? All signs point to the fact that retailers will bend every effort to combat them. Sound reason points to the fact that wholesalers should not make such action necessary because it is essentially an unprofitable process.

More or Less Service

Equally important, wholesalers and all other distributors must consider now whether they will give more or less service when they face a buyers' market. There will always be people willing to pay for extra service. There will always be those who will sacrifice the extra ease of buying for lowered price.

What other problems face the retailers? From the large metropolitan department store to the small dry goods shop on Main Street, from the combination market to the neighborhood grocery store, all must be prepared to compete in an enlightened buyers' market.

But aside from all external aids, the distributor himself must realize that he can't sit by and wait for producers or associations or Government to solve all his reconversion problems. He must view clearly the coming advent of his buyers' market. He must be prepared to serve super-critical consumers who will be able to pick and choose to their hearts' content.

Furthermore, he must face the truth that ours is a highly competitive economy. It always has been and it always will be in our free enterprise system. Thus he can be certain that the strong will survive and prosper; that the weak will languish and fail.—Reprinted by Courtesy of Advertising & Selling.

CANDY TIED WITH Means RIBBONS — More Sales

We have largest stock in the
Middle West

Satin—Messaline—Patriotic
& Novelty Ribbons—Rib-O-
Nit—Ready-Made Bows—
and Rosettes.

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Requirements
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For
QUALITY and ECONOMY

We recommend our Welded-Edge Ribbons
All Widths and Colors
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Samples and quotations upon request.

National Ribbon
CORPORATION

444 Fourth Ave., New York City 16



W-E-R RIBBON CORP.
440 Fourth Avenue New York, N. Y.



HATS . . . off to the Tropics!

Old Sol isn't going to be the "undoing" of any American fighting men in the tropics, if first-class tropical equipment can prevent it. Sun helmets are important in tropical areas and must reach destinations undamaged. In their delivery, H & D corrugated shipping boxes are completing another wartime packaging mission—without a hitch.

Every H & D war packaging project is minutely studied by H & D Package Engineers to determine if it holds any features that may assist in bettering the packages you will use when world commerce is again on a peace-time basis. Already the "early birds" of progressive business are getting a line on future packaging requirements; planning and designing now so they won't have to stand in line later.

The files of H & D are crowded with packaging ideas obtained from hundreds of war-time jobs. So, for packages that will protect and promote your products, remember, H & D Package Engineers are ready to help you plan now.

BUY WAR BONDS TODAY — TOMORROW NEVER COMES

Tells How to Pack War Materials in Corrugated Boxes

The increasingly important shipping job is to get as much essential material to destination points the fastest, safest and most economical way possible. H & D's Little Packaging Library Booklet, "How to Pack War Materials in Corrugated Shipping Boxes" is filled with valuable information on packaging all types of war materials. For your copy write The Hinde & Dauch Paper Company, Executive Offices, Decatur Street, Sandusky, Ohio.



FACTORIES in Baltimore • Boston • Buffalo
Chicago • Cleveland • Detroit • Gloucester, N. J.
Hoboken • Kansas City • Lenoir, N. C. • Montreal
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For postwar packaging... better see

AUTHORITY ON PACKAGING . . .

H & D HINDE & DAUCH

CORRUGATED SHIPPING BOXES

for August, 1944

page 45

1943 Candy Production and Sales

The comments and figures in this article are taken from "Confectionery Sales and Distribution, 1943," by Mr. George F. Dudik, U. S. Department of Commerce, Bureau of Foreign and Domestic Commerce. The Manufacturing Confectioner has summarized these facts for your quick reading because they point out a number of significant trends in the candy industry.

The 1943 production of candy for the United States totaled 2,561,000,000 pounds, an all-time record which was established despite such handicaps as rationed sugar supplies and shortages of other raw materials. The per capita consumption was 19.0 pounds (about 0.83 ounce per day). The manufacturers' sales value of the candy produced was \$575,000,000 and the average value of the candy was 22.4c per pound.

Over one-fourth of all confectionery produced was manufactured in Illinois. Three states, Illinois, Pennsylvania and New York accounted for nearly one-half of the national candy output.

Although 1943 candy production was the highest in history, the demand for candy exceeded the supply. Civilian demand was swelled by a high level of purchasing power while the Government also bought a large part of production for the use of the armed forces. The Department estimates that, if manufacturers had been able to obtain sufficient materials to increase their production further, the market would have been able to absorb an additional output of 600,000,000 pounds of candy beyond what was actually sold during the year. Candy imports, mostly consisting of hard candy from Cuba and Mexico, also set a record, exceeding 35,000,000 pounds.

Of 310 companies filing returns for the year, 133 reported selling direct to the Government a total of around 180,000,000 pounds of candy, valued at about \$43,000,000. Eleven companies sold 101,000,000 pounds direct to the Government at a valuation of about \$25,000,000. These sales represented about one-fourth of the total sales of the 11 companies to all outlets.

Bar-Types Increase

According to the survey, bar-type candy continued to increase in popularity during 1943. Bars, mostly of the five-cent variety, accounted for about 46% of all candy produced. Penny candy is on the wane, in 1943, accounting for less than eight percent of all production. Consumers demanded higher-priced goods and man-

ufacturers tended to concentrate their limited supplies of materials into better-paying lines.

Five-cent candy bars constituted nearly 90% of all bar goods sold in 1943. Consumers showed an increased willingness to purchase higher-priced bars and bars selling at two for 25c represented a 50% greater sales value than in 1942. Bars sold in the 10c class doubled their 1942 sales. The one-cent bars virtually disappeared from the market.

Molded chocolate bars, always the mainstay of confectionery-type goods of the chocolate manufacturers, composed nearly 80% of such poundage in 1943 for the nine reporting companies. These firms' products are estimated to represent more than three-quarters of the confectionery-type goods of all chocolate makers.

About 22% of all confectionery produced in 1943 consisted of plain candies, consisting largely of sugar and corn syrup, as for example, solid candy, gum and jelly work, and lozenges. The estimated weight of plain candies produced was 577,000,000 pounds, valued at \$92,000,000. The poundage of plain candies reported by 310 companies, showed a rather equal dispersion among solid hard candy, gum (including jellies) and miscellaneous plain types.

maintaining a lower average selling price than that obtained by companies producing in their field but specializing in another line. This condition, however, does not hold true for package goods. Firms specializing in package goods have, by virtue of reputation, or otherwise maintained higher prices for their specialty than have those firms selling some package goods but specializing in other lines.

Small Companies Expand

Confectionery manufacturers doing an annual business of at least \$500,000 made about 95% of all candy sales in 1943, increasing their share of the market slightly from 1942. The increased sales prevailing in 1943 benefited the smaller firms to a greater degree than the large producers. Percentage increases in sales were greatest for smaller companies.

Candy jobbers, the leading outlet through which confectionery producers market their product, remained in 1943 the manufacturers' most important single customer. While the confectioner's opportunities to sell candy in 1943 were legion, the pattern by which the industry's restricted output was distributed did not change materially from 1942 when the advent of the Government

Confectionery Sales in 1943 and Average Prices

Fancy Packages	2.1%	73.8c per pound
Penny Goods	7.5%	15.2c per pound
Plain Packages	7.6%	33.5c per pound
5c and 10c Items Other than Bars	11.9%	21.8c per pound
Bulk Candy	24.6%	16.5c per pound
Bars	46.3%	22.8c per pound
Total Candy	100.0%	22.4c per pound

Manufacturer-wholesalers were able to maintain their output, which was held to a gain in poundage of less than 1%. Manufacturer-retailers actually sold less candy than in 1942, although the value of their 1943 sales was higher. Chocolate makers registered a 12% increase in the volume of confectionery-type goods marketed.

In most instances, companies specializing in a type of goods have improved their competitive position by

as a mass purchaser of candy reduced the portion available for distribution through the usual channels. About half manufacturers' sales in 1943 were made to wholesalers (jobbers), somewhat less than 20% each to chain store organizations and independent retailers, and the balance directly to consumers and to the Government.

Although direct sales to Government have cut down the proportion

PREVENT WASTE

by safer packaging of Candies!

It is sound economy to make certain that your candies "ride safely," stay fresh and are not broken or crushed. Spoilage is a double thief, wasting not only the ingredients but also manpower. Pack your candies well—it pays.

*Check these
Packaging
Supplies . . .*

Candy Mats
(S. M. T. B. Decopad)
Dipping Papers
Shredded Papers
Globular Parchment
Glassines
Wax Papers

Embossed Papers
Chocolate Dividers
Boats and Trays
(S. M. T. B. Printed)
Layer Boards
Die Cut Liners
Partitions
Protection Papers

. . . And write for Samples and Prices

George H. Sweetnam, Inc.

282-286 Portland St., Cambridge, Mass.

Manufacturers of Paper Products



of sales by manufacturers to their pre-war customers (nearly 60% of sales were formerly to jobbers), the rise in the value of confectionery has been sufficient to permit continued increases in the dollar value of sales to all candy distributors. Sales by manufacturing confectioners to wholesalers showed a gain of about 13% over 1942 value, while the rise in sales to chains was about 10% and to independent retailers about 15%.

Chain stores have been an important outlet for confectionery, and up to 1942, one-fifth of all candy manufacturers' sales were made directly to chain store organizations. While the percentage of manufacturers' sales to chains declined in 1942 and 1943, sales to chain organizations continued to exceed sales to all other customers, excepting only candy wholesalers (jobbers).

The importance of grocery chains as a manufacturers' outlet varied according to the type of producer. About two-thirds of the chain store sales of bar goods houses went to grocery chains, and the ratio was about the same for the five-and-ten cent specialty houses. Grocery chains were considerably less important in the distribution pattern of manufacturing confectioners specializing in

one-cent goods, items which are widely sold in ten cent store chains.

An analysis of the importance of the vending machine as an outlet in distributing candy to customers is an innovation in this study. The role of the vending machine is of more than ordinary significance in wartime when individuals are working long hours in factories, but its importance as a distribution outlet has not yet been clearly defined.

One hundred companies reported an average of about 6% of one-, five-, and ten-cent items (or about 4% of the sales of all goods of these companies) passing through vending machines on their way to the consumer. These percentages are not necessarily typical of the entire candy industry because most of the companies indicate that vending machine distribution of their goods could only be estimated in approximate terms. Many companies lack information on which to base reliable estimates. Nearly half of the estimates were that less than 5% of their one-, five-, and ten-cent items were marketed through machines.

Seven companies reported that 50% or more of their one-, five-, and ten-cent goods went to the machines. The wholesale value of goods

destined for the vending-machine sale was about \$1,250,000 as against total sales of \$4,200,000 for these seven firms.

Return of Goods Decreased

With the advent of war-time conditions and increased consumer demand for candy, the amount of confectionery returned to the producer for various reasons has steadily diminished, falling in 1943 to about one-fourth of one percent of all sales. Although the volume of returned goods shows a considerable shrinkage in the past few years, the value of such merchandise may still be written off as a loss of more than \$1,000,000 per annum for the industry as a whole.

Confectionery manufacturers consumed about 5% more sugar, 2% more corn syrup, and 8% more peanuts in 1943 than in 1942. The increased use of these materials was offset to a large extent by a decrease in the consumption of other important ingredients, among them chocolate coatings, coconut oil, coconut butter, and condensed milk. On a list of some 75 specifically enumerated materials, more than half the items showed a lesser quantity used for candy making in 1943 than in 1942.

Soybean products were used in more generous quantities by candy

*Until
VICTORY
Remember
This*



**BUY
BONDS**

makers than previously. The average price of miscellaneous sweeteners used to extend sugar rations, nearly doubled.

An upward trend was evident in the cost of many raw materials, although price ceilings restricted most increases to fractional gains over 1942 levels. Higher costs were especially evident for the various nuts.

A highly competitive market is forecast for the candy industry in the post-war period, according to the survey which analyzes post-war possibilities on the basis of pre-war trends. If general business conditions are good and purchasing power is maintained at a high level, then the demand for candy is also expected to remain near the 1943 peak. However, candy prices will probably be lowered by increased competition among manufacturers who will be able to expand production when their supplies of sugar and other materials are no longer limited.

Putnam, Package Machinery Board Chairman Sees Action

Lieutenant-Commander Roger L. Putnam, Chairman of the Board of the Package Machinery Company, expects to be back from England on a short leave. Commander Putnam is assisting Admiral Kirk in charge of amphibious operations, and in this capacity took part in the Normandy invasion. Incidentally, many of the invasion craft that landed on the beaches of Normandy were equipped with the new Mark XVIII gyrocompass built by this company. This compass is a new lightweight model developed by the Sperry Gyroscope Company. Sperry and the Package Machinery Company are the only prime contractors building it.

Ohio Paper Company Sold

Minerva Wax Paper Co., Minerva, Ohio, has been acquired by R. G. Hathorn, 967 Union Commerce Bldg., Cleveland. There will be no change in the company's operating management. Mr. A. F. Gluck of Minerva has been elected president to succeed Mr. P. A. McCaskey, retired. Mr. Hathorn although elected as Executive Vice President, will continue his present brokerage business with offices in Cleveland. The company is one of the principal manufac-

Increase Impulse Sales With Better Packaging

Impulse sales, with greater emphasis on packaging and display, can be developed into an important, postwar vehicle for lowering retail operating costs, M. C. Pollock of the Cellophane Division, E. I. du Pont de Nemours & Co., said on June 29 before the packaging forum of the National Association of Display Industries at the Hotel Pennsylvania.

According to scientific studies, "eighty-five per cent of all buying is done through the eyes," said Mr. Pollock. Quoting from a survey made by his organization just before the war, he showed that 75 per cent of the shoppers in grocery stores and supermarkets buy one or more items on impulse every time they shop. In variety chain stores of the five cents to a quarter type and in large department stores, three out of five, or 60 per cent of the shoppers buy one or more items on impulse, he said.

Impulse Sales High

Impulse purchases, which averaged from 24 cents of every dollar of sales in the grocery stores to almost 54 cents of the sales dollar in variety stores, were influenced by displays in upwards of 90 per cent of the cases, Mr. Pollock reported. He indicated that du Pont is planning for the post-war period a continuing study of the subject of impulsing buying.

ers of wax paper for industrial, commercial and home use.

Lynch Issues Booklet

Wrap-O-Matic Machines of two types, Side Intake and Straight Intake, are described in an attractive booklet just issued by the Lynch Manufacturing Corporation, Defiance, Ohio. Pictures of these machines in leading candy manufacturing plants are shown.

Field's Joins Merchandising Group

Marshall Field & Company announce that postwar buying for their Chicago store and for Frederick & Nelson, Seattle (owned by Marshall Field & Co.) will be effected through the buying offices of Associated Merchandising Corporation, of which organization Marshall Field & Co. has become members.

This move follows the recent visit to Chicago and Seattle of Mr. Hilton Thorpe, European manager of

"We believe that packaging and display are very closely related—inseparable in fact," he continued. "The cellophane bag of candy does not work if it is under the counter. If you bring shirts out of the cardboard box put them in a drawer, the net gain is nothing.

"Similarly, if you are successful in reducing your forward stock to a few samples but then deliver the unit in a package which does not have the confidence of the consumer, your method will fail."

Self-Service Studied

Pointing to the possibility of retail outlets utilizing selling areas to a greater extent by reducing forward stocks and concentrating on samples, Mr. Pollock said that "progress in this direction will throw more emphasis on the method of packaging.

In order to design post-war packages, it has been necessary to consider the trends of self-service, informative labeling, convenience, protection, impulse buying, and visibility, he continued.

Packaging which takes these factors into account protects the merchant against markdowns resulting from shop wear and soilage, thereby reducing his operating costs, Mr. Pollock said. Greater impulse sales further reduce operative costs by increasing turn-over and stepping up the average number of sales per store employee.

Marshall Field & Co., during which time plans were laid for intensive surveys of postwar possibilities, and for increased purchases of British goods as these become available for export.

Affiliation with A. M. C., who have their own plans for postwar expansion, is intended to facilitate these operations, to the benefit of all concerned, including British exporters.

For the last 25 years, management of the British office in London and the supervision of all European offices has been in the hands of Mr. Thorpe. Key members of Field's London staff will join A. M. C. before actual transfer at a date not yet fixed; meantime operations will continue from their Regent Street offices as heretofore.

Package Bundler Announced

Package Machinery Company announces specifications on large, Model F-10 and small Model F-6 machines for bundling packages.

Lenish Heads Equipment Eng. Co.

Mr. Walter H. Lenish, who has been active with the former Economy Equipment Co. of Chicago, is heading a new corporation known as the Equipment Engineering Co. which is now busy with post-war plans for improved cooling and conveying equipment. Under the direction of the late Robert P. Rasmussen, former president of the Economy Equipment Co., Mr. Lenish has gained much valuable experience with cooling and conveying work and it is believed that his present contact with associates that know the production end of the business will result in developments that will prove very beneficial to the candy and baking industries. The Equipment Engineering Co. is located at 909 West 49th Place, Chicago.



Mr. W. H. Lenish

Redanz of Fritzsche Brothers Feted

Fifty years' association with one company is the proud record which has now been established by three of the executives of Fritzsche Brothers, Inc., New York essential oil house. They are: Mr. William A. Welcke, vice-president and treasurer, (1935); Mr. Frederick H. Leonhardt, president (April 1944); and Mr. Ralph R.



Left to Right: Geo. L. Ringel, vice president, 44 years; Frederick H. Leonhardt, president, 50 years; Wm. A. Welcke, 1st vice president, and treasurer, 59 years; and Ralph R. Redanz, assistant treasurer, 50 years.

Redanz (July 15, 1944). Mr. Redanz joined Fritzsche Brothers in 1894. His anniversary was celebrated with a banquet at the Waldorf-Astoria. Mr. Redanz was presented with a framed testimonial embodying a resolution adopted by the Board of Directors by Mr. Leonhardt besides being the recipient of several other gifts and tributes from the company and his associates.

"G.O.P. Candy Eater"

Amidst the smoke of the recent G.O.P. Convention, "Col." R. M. Creager of Texas, a member of the executive committee, has gained the limelight for his avocations: stogie-puffing, inveterate candy chewing, and high-stake poker playing.

IDEAL WRAPPING MACHINES

FAST-EFFICIENT RELIABLE

CANDY manufacturers both large and small prefer IDEAL WRAPPING MACHINES because they provide the economies of fast handling along with dependable, uninterrupted operation. In use the world over, IDEAL Machines are building a service record that stands unmatched and unchallenged! Our unqualified guarantee is your protection. Two models available: SENIOR MODEL wraps 188 pieces per minute; the new High Speed Special Model wraps 325 to 425 pieces per minute. Investigation will prove these machines are adapted to your most exacting requirements.



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IDEAL WRAPPING MACHINE CO.

EST. 1904

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*for manufacturing
confectioners*

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HELP WANTED

WANTED — Superintendent. A splendid opportunity for man with full knowledge of retail candy making to take full charge of production for reliable and established retail organization manufacturing in several cities. Good salary. In reply please state full particulars, including experience, previous employment, age, marital status. All correspondence treated confidentially. Address H-84414, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANTED — Candymaker, for progressive retail organization manufacturing in several cities. Good future for right man. In reply give full information as to age, past employment, etc. All acknowledgements treated confidentially. Address H-84415, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

LEADING ST. LOUIS Department
Store has opening for experienced Bakery and Confection Production Manager. Qualified applicant must have had successful experience as production manager; intimate knowledge of methods, costs and formula data. In reply give detailed account of experience, education, and draft status. Also enclose a recent photograph. Address H-8442, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

SMALL BUT PROGRESSIVE Candy Manufacturing concern operating now on pan work, cream castings and hard candy, wants experienced Foreman. Postion carries excellent salary and due to the firm's progressiveness which contemplates sizeable expansion after the war, is of good advantage for right man with view to the future. Address H-8443, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

CANDYMAKER experienced in high grade candy making for retail and wholesale, must be able to supervise kitchen. Permanent position, pleasant working conditions. Write full details, your age, experience and salary expected. Three B Chocolates, 2688 Broadway, New York 25, N. Y.

HELP WANTED

SUPERINTENDENT FOR FAST GROWING EASTERN CONCERN. MUST BE QUALIFIED TO TAKE COMPLETE CHARGE OF MANUFACTURING. HANDLE HELP, UNDERSTAND EQUIPMENT, AND HAVE A FULL KNOWLEDGE OF CANDY. WE ARE PRODUCING FIVE CENT BARS ON A LARGE SCALE AND A FEW OTHER GOOD ITEMS. SUCCESSFUL APPLICANT WILL BE WELL PAID WITH A BONUS FOR PROVEN ABILITY. WRITE US GIVING YOUR FULL QUALIFICATIONS AND PAST EXPERIENCE FOR THE PAST FIFTEEN YEARS. ADDRESS G-7447, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

WORTHWHILE POSITION, as Assistant to Superintendent, for man who has spent some time in the candy industry. This position offers good post-war opportunities and is open to man who has tact and initiative. State age, experience and salary desired. Address G-7446, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

WANT CANDYMAKER also assistant Candymaker. Write to MacFarlane Candy Company, 1845 Alcatraz Ave., Berkeley 3, Calif. Give full details of experience, age, family, etc. Excellent opportunity. We operate a retail chain in the San Francisco Bay Area.

CANDY MAKER experienced in all kinds of Cast Centers, Creams, Marshmallows, Jellies, Caramels, etc. Good opportunity and permanent position. Give full information as to experience, age, salary expected and availability. Address F-64411, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison St., Chicago 6, Ill.

A WORKING FOREMAN familiar with cream goods hard candies, etc. experienced in the handling of help and production. An excellent opportunity for the right party. State experience, age and availability in writing. Address F-6444, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

HELP WANTED

A SMALL well established progressive N. Y. candy plant is looking for an all around candy maker experienced in all phases of candy making. We have a steady growing business and are now working on post war plans. This is an excellent opportunity for an experienced man who is looking for steady work under the best of conditions. If you are interested drop us a line telling us something about yourself. All replies will be considered strictly confidential. Write full details. Address F-6443, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

CANDY MAKER to produce complete line of high class home made candies for small retail chain in the East. Plant completely equipped with modern machinery and labor saving devices. All around man preferred. State past experiences, salary expected, age, and when available. Address F-64410, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison St., Chicago 6, Ill.

POSITIONS WANTED

CANDY MAKER wants job in wholesale or retail plant. Twenty years experience. Steady position. Over draft age. Address F-6445, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison St., Chicago 6, Ill.

SITUATION WANTED: Production manager in high grade retail store or chain. Can personally produce finest line of chocolates, fudges, and all high grade goods for retail store. Address F-64412, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

POSITION WANTED: Experienced confectioner man looking for position. Chicago territory preferred. Address F-6442, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison St., Chicago 6, Ill.

POSITION WANTED — Man experienced in the operation of a retail chain candy factory desires to change position. Over draft age. Thoroughly experienced in the manufacture of all quality candies. Address E-54411, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago 6, Ill.

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Wire Collect for Prices and Details

- 1 National Continuous Cooker complete with 2 pre-melting kettles and foot jack
- 1 Package Machinery Co. Model LP-2 Sucker Wrapper Machine
- 1 Package Machinery machine for sizing, cutting and wrapping Taffy Suckers
- 1 Racine Sucker Machine, late Model, connected with 2-19' x 40" carrier and cooling machines, motor driven with motor
- 1 John Werner, Semi-Automatic Ball Machine with 3 sets of cutters, directly motor driven with motor

* * * *

- 3 Heilman Cocoanut Bon Bon Center Machines with forming parts to make centers $\frac{5}{8}$ " to 1"

- 2 White 20" Caramel Cutters

- 1 100 gallon Steam Jacketed, single action Mixer

- 1 35 gallon Thos. Mills Steam Jacketed Tilting Mixing and Stirring Machine, double action

- 4 6' York Batch Rollers, motor driven with motor

* * * *

- 1 7' York Batch Roller, motor driven with motor

- 4 Steel Water Cooled Slabs—96" x 36"

- 3 Steel Water Cooled Slabs—48" x 36"

- 1 Igou Stick Candy Machine with three 18' x 40" tables, also forming rolls of various sizes and cut-off

- 3 Hildreth Pulling Machines, from 3 motor driven with motor

- 1 Brach Machine, table type, motor driven with motor

* * * *

- 1 Werner Sizing Machine, table type, motor driven with motor

- 1 Large Power 6 x 8 Drop Machine with 3 sets of rolls

- 1 16" Enrober Bottoming Attachment

- 1 Gum Sanding Machine complete with steaming table

- 1 Circulating Pump with steel tank

- 3 Herald Forced Draft Gas Furnaces

SPECIAL OFFERING

Unit consisting of—National Steel Mogul with Continuous Starch Cleaner and Huhn Starch Dryer and Cooler with full conveyor equipment, motor driven.

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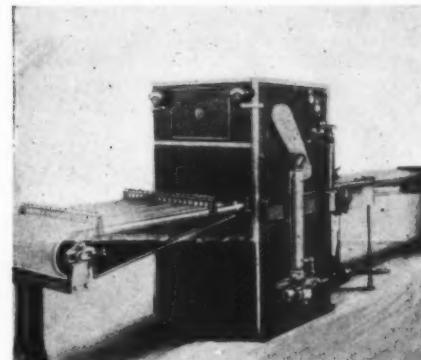
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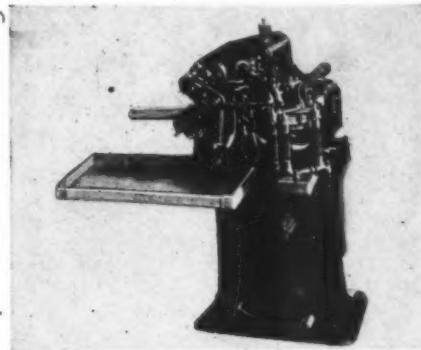
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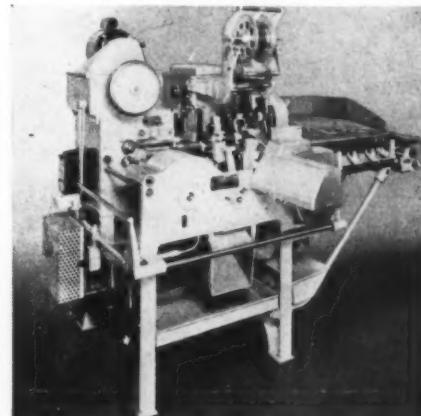
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POSITION WANTED by Factory Superintendent. Thirty years practical experience in all lines of candies. Can furnish best of reference. Address E-5442, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

POSITION WANTED: Factory foreman or supt.—practical, active all around candy maker with years of experience making chain store items and bar goods. American, over draft age. Wish to make connection with a live progressive firm located in the Chicago area. Prefer one needing a new 5c bar that should sell in the post war period. Address E-5445, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

SALES EXECUTIVE DESIRES CHANGE: Will consider sales or general manager opening. Outstanding record during 20 years in sales management and merchandising of all types of confections through direct salesmen, brokers, jobbers as well as department and chain stores. Age 48. Now employed. Inquiries invited. Address E-54414, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

SALES REPRESENTATIVE

A PROGRESSIVE manufacturer of raw materials for the confectionery industry is interested in having reliable salesmen represent them in the confectionery trade, to sell butter concentrate and coconut oil substitute. Write full details. Address G-7442, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MANUFACTURER'S REPRESENTATIVE with 20 years experience selling quality lines to the dept. stores, chains, and manufacturing retailers wants additional lines of package goods, specialties, novelties, or combinations in gift form. Large territory covered to permit of making only better contacts. New England, Middle Atlantic States and West to Chicago. Address F-6448, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

SALES REPRESENTATIVE

SALES REPRESENTATIVE: Salesmen calling on jobbers and department stores to sell FOUR STAR cola, root beer, chocolate and orange fountain syrups. Bud Candy Co., 208 West St. Clair, Cleveland, Ohio.

SALES REPRESENTATIVES, experienced in selling confectionery items on punch boards to the wholesale candy and tobacco jobbers. Our products are well known and fast repeating. A number of territories still available. Address F-6446, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

CONFECTIONERY LINES or specialties wanted by outstanding representative calling on retail, jobbing and syndicate trade in the state of New Jersey. Will purchase candy outright or will act as state representative on commission basis. Address E-5444, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

DO YOU HAVE PRODUCTS for candy manufacturers? I will guarantee volume of sales and can render service for the product. Long experience in the candy industry. Large following. Located Chicago. G-7436, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

MISCELLANEOUS

WANTED—One copy of the book, Common-Sense Candy Teacher, by Jake Friedman. Address H-84413, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WHOLESALE CANDY FACTORY located in California. Established 18 years and doing a nice business with the better class of retail stores also some chain store business. Opportunity for big growth. Address H-8441, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

SMALL CANDY BUSINESS, plenty of sugar and corn syrup, peanuts and cocoa. Address G-7448, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

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WE BUY & SELL

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"Cellophane" BAGS

Sheets • Rolls • Shreddings

Cellophane rolls in cutter boxes 100 ft. or more

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Diamond "Cellophane" Products

Harry L. Diamond

Sales Representative

2902 So. Michigan Ave. Chicago 16, Ill.

Candy manufacturer wanted, post-war, to fill and pack special novelties manufactured by old established firm. Address F-6449, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

DUE TO FAILING HEALTH, must sell established candy and ice cream store. Lunch counter, cigarettes, tobacco, school supplies, stationery, cosmetics, etc. 13 years in same location. Address F-64413, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MACHINERY FOR SALE

1-NATIONAL Equipment Wood Starch Buck. Machine in excellent operating condition. Address H-8448 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

FOR SALE one Racine Sucker Machine and one Ideal Caramel Wrapper both guaranteed to be in perfect condition. Address H-8449, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

FOR SALE one National Equipment 24" Enrober with removable tank, suitable for chocolate and icing. Offered for immediate sale. Wire for prices and information. Address H-84410, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

THE MANUFACTURING CONFECTIONER

THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

MACHINERY FOR SALE

FOR SALE: One cut roll machine in good condition. Jackson Chocolate Company, 1243 W. Third Street, Cleveland 13, Ohio.

MACHINERY FOR SALE: 1-5' ball beater equipped for motor drive. 1-4' ball beater—belt drive. 1-20th Century cutter. Can be bought reasonable. Address H-84412, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

PACKAGING equipment for sale. One Johnson automatic cartoning machine; handles cartons 2x4x6 inches. One air compressor, 2½x2½ inches. One Sealright bag crimper, 60 per minute; 9" jaw. One 7 ft. water cooled, power driven compression unit. Handles packages 4" to 14" long. Address: Cook Chocolate Co., 1000 No. Ogden, Chicago 22, Ill.

MACHINERY FOR SALE: A Friend hand roll machine in good condition. Can be used for retail store. Turns out 96 pieces on board ready for dipping. Holds about 60 lbs. Address F-6447, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MACHINERY FOR SALE: Fifty Gallon Copper steam jacketed kettle, one-30 gallon glass lined tank, 250 gallon copper bottling tank. Bud Candy Co., 208 W. St. Clair Ave., Cleveland, Ohio.

MACHINERY FOR SALE: One Package Machinery L.P. Type Sucker Wrapping Machine. Wraps Flat Suckers and can be converted for ball suckers. Good condition. Price as is, \$1750.00. Regal Candy Company, 3629 Loomis Place, Chicago, Illinois.

MACHINERY FOR SALE: Peanut Roaster, practically new, complete with motors and circulating oil feature. Le Blanch Peanut Blancher and Picker Table. Jabez Burns Split Nut Blancher complete with belting, wheels, bearings, etc.; also candy slabs, knives, kettles, etc. H. W. Lay & Company, Inc., Box 4265, Atlanta, Georgia.

MACHINERY WANTED

INTERESTED IN PURCHASING for cash Model K or Model KD Kiss machine, also Long Salt Water Taffy Machine, give complete description and lowest cash price. Address H-8444, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANTED 30" to 38" Copper Revolving Pans. Will pay highest cash price. Address H-8445, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WILL PAY CASH and remove immediately, Hobart Mixers 10 to 80 qt. capacity. Wire description, price and details. Address H-8446, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANTED—Simplex Vacuum Cooker, gas or steam, also Continuous Hard Candy Cooking Machine. Will pay highest cash price. Address H-8447, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WILL PAY CASH for Simplex Vacuum Cookers, Steam or Gas. Also Dayton, Racine or Ball 5 Ft. Cream Beaters. Advise condition and quote lowest price. Address H-84411 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANTED—Bainbridge Cutrol Machine. State Condition. Age and Price. Matzger Chocolate Company, 780 Harrison Street, San Francisco 7, Calif.

MACHINERY WANTED

WANTED—Brightwood box machine & Whiz volumetric packer. Candy Crafters, Inc., Stewart & Union Sts., Lansdowne, Pa.

WANTED—Copper revolving pans preferably but not necessarily 38"—with or without steam coils. Candy Crafters, Inc., Stewart & Union Sts., Lansdowne, Pa.

MACHINERY WANTED: Senior model Ideal caramel wrappers with sizers attached. Must be in good condition. Address E-5443, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MACHINERY WANTED: URGENTLY WANTED: Copper Coating Pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices. Address A-1433, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison Street, Chicago, Ill.

WANTED: CANDY MACHINERY. Starch steel or wood "Mogul." Advise price, location, full details. Address G-7444, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MACHINERY WANTED: Jr. Ideal Caramel Wrapper, size $\frac{1}{8} \times \frac{1}{8}$ inches, preferably from Pacific Coast source, must be good operating condition, address G-7445, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

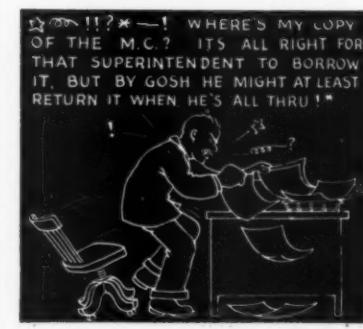
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400 W. Madison St. — Chicago, 6, Ill.



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Burrell Belting Company	31	Hooton Chocolate Co.	36	Solvay Sales Corporation	29
California Almond Growers Exchange	33	Ideal Wrapping Machine Co.	49	Soy Bear Products Company	July '44
California Fruit Growers Exchange	13, 25, 3rd Cover	Industrial Gear Mfg. Co.	30	Spears Company	6
Carrier Corporation	12	Johnson Co., H. A.	27	Staley, A. E. Mfg. Co.	11, 23
Carver, Fred S.	May '44	Kohnstamm, H. & Company	July '44	Standard Synthetics, Inc.	32
Central Soya Co., Inc.	July '44	Kortright, Robert, Co.	23	Stehling, Chas. H. Co.	30
Chocolate Spraying Company	Apr. '44	Long & Co., Inc., James B.	June '44	Sweetnam, Geo. H., Inc.	41
Clinton Company, The	July '44	Lueders, George and Co.	27	Swift & Co.	35
Cocoline Products, Inc.	May '44	Luxent Coffee Co.	Apr. '44	Taffel Bros., Inc.	41
Compagnie Duval	26	Lynch Manufacturing Corporation	July '44	Taff, R. C., Co.	44
Cooper, D. C. Co.	July '44	Magnus, Mabee & Reynard, Inc.	May '44	Tranin Egg Products Company	7
Corn Products Sales Co.	June '44	Marco Co., Inc.	8, 9	Triangle Package Machinery Co.	Jan. '44
Council on Candy of the N.C.A.	Apr. '44	Merckens Chocolate Co., Inc.	33	Ungerer & Co.	June '44
Crescent Mfg. Company	37	Monsanto Chemical Company	25	Union Standard Equipment Co.	51
Currie Manufacturing Co.	May '44	National Equipment Company	July '44	Union Starch & Refining Co.	May '44
Curtiss Candy Company	37	National Ribbon Corporation	44	Vacuum Candy Machinery Co.	July '44
Dawe's Vitameik Laboratories, Inc.	July '44	National Starch Products Incorporated	June '44	Van Brode Milling Co.	27
Diamond Cellophane Products	52	Nulemoline Company, The	May '44	Warfield Chocolate Co.	May '44
Dodge & Olcott Company	2nd Cover			Waverly Sales Corp.	Feb. '44
Domestic Egg Products, Inc.	29			Werner, John & Sons, Inc.	May '44
Dreyer, P. R., Inc.	27			W-E-R Ribbon Corp.	44
				Wood & Selick, Inc.	35

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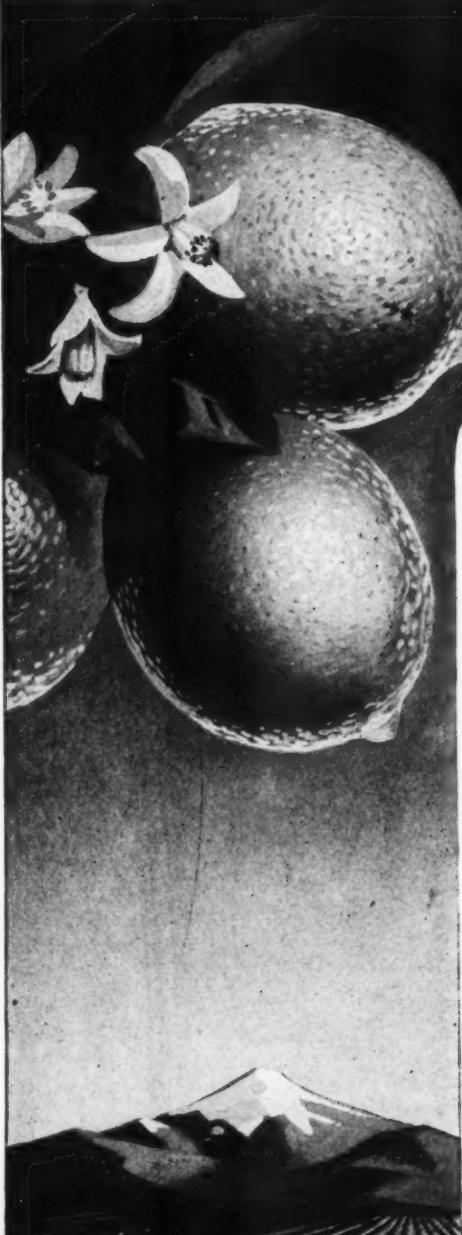
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